

Alliance surge hits prospects of early poll

Gilts slump on fears of hung Parliament

By Robin Oakley, Political Editor, and David Smith

The prospects of a June election receded sharply last night on the news of a shock opinion poll, published today, which shows the SDP/Liberal Alliance in joint second place with Labour — and both only five points behind the Conservatives.

The Marplan poll, published in the *Today* newspaper, measures support for the parties at Conservatives 36 per cent, Labour 31 per cent and Alliance 31 per cent.

If those figures were repeated on a uniform swing at a general election it would lead to a hung Parliament with the Conservatives holding 306 seats, 20 short of an overall majority, Labour 284, and the Alliance 56.

That prospect sent shudders through the City late yesterday afternoon as rumours about the poll emerged.

The financial markets have been highly sensitive to opinion poll results since the beginning of the year, and were looking for a surge in

Tory support after Mr Nigel Lawson's Budget. But most of the strong market gains this year have been built upon the assumption of a June election with Mrs Thatcher entering a third term with a solid overall majority.

The market for government bonds, the gilt-edged market, was affected particularly hard. After holding steady for most of the day, prices fell sharply in the space of a few minutes around 5 pm, ending the day around 4 of a point lower.

Dealers said the fall could have been even sharper if

had been looking to the Budget to provide them with a lift to widen the margin over Labour.

Political parties and their leaders will wait for confirmation from other polls that this is not a "rogue" set of figures. Although this latest poll is a fair reflection to Labour, which appears to be losing all prospect of mounting an effective challenge for office, it will cause consternation in government circles, especially in the South East, where it registered party support at Conservatives 42 per cent, Alliance 39 per cent, and Labour 19 per cent.

A collapse of the Labour vote in those proportions would put many Tory seats at risk.

At the last election the Alliance ran second to the Conservatives in 263 seats, many in the South East, compared with only 49 where SDP and Liberal candidates were second to Labour.

The Alliance parties have long been confident that they can increase their vote significantly during the course of an election campaign. Both the Liberals in 1979 and the Alliance in 1983 put up their starting poll figure by around a third.

Marplan interviewed 1,440 voters from last Friday to Tuesday.

The policy was obtained through Lloyd's last autumn when the Alliance was in the doldrums after the Liberal Assembly defence debacle at Eastbourne. It was extremely cheap because the likelihood of the Alliance holding even the balance of power seemed remote then.

If a second general election is held within six months of the first, because minority Conservative or Labour administrations are refusing to co-operate with the Alliance, the insurers will pay out "several hundred thousand pounds".

The party believes that the policy will make it harder for the Conservatives or Labour to refuse to work with it in the event of a hung parliament. Leading figures in both main parties have been saying publicly that the Alliance would not dare vote down their programmes because it could not afford a second election.

Alliance strategists are delighted at their own foresight.

Mr Saunders' counsel said that Mr Saunders received no part of the money.

Counsel for Guinness, Mr Richard Field QC, said that the company had evidence that the £3 million was paid into an account at the Union Bank of Switzerland in Geneva which was held by Mr Saunders.

The court was told that it seemed likely that this money was part of the £3.2 million which Mr Ward, a Guinness director, has already admitted receiving for the part he played in the bitter takeover battle for the Distillers whisky group, which is the subject of the DTI investigation.

On June 19 or 20 of last year, two months after Guinness officially took control of Distillers, Mr Ward approached Mr Saunders and told him that he had no Swiss bank account of his own.

Mr Saunders successfully applied for an extra seven days to comply with court orders already obtained against him by Guinness. Mr

Ernest Saunders, former chairman of the Guinness international drinks group, received more than £3 million last year it was revealed in the High Court yesterday. It was thought to be part of a £3.2 million payment now being investigated by the Department of Trade and Industry.

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King Fahd of Saudi Arabia is formally greeted by Mrs Thatcher before their discussions at Downing Street yesterday.

Government set to meet scientists' cash demand

By Sheila Gwyn, Political Staff

The Government was last night reported to be preparing to meet demands for extra money for British scientists.

Following attacks from three Conservative MPs representing university towns, senior Westminster sources were confident that extra money will be given to research councils, which are faced with financing a 24 per cent pay award out of funds put aside for research grants.

Talks are also going on between Education and Trade and Industry Ministers to decide whether companies should be ordered to declare research and development spending in annual reports.

Such a compulsory declaration has been called by the House of Lords science and technology committee and *The Times*, but is being resisted by the Confederation of British Industry.

In spite of these moves Britain become virtually isolated in the European Community yesterday when it persisted in blocking a five-year £5.46 billion EEC research agreement. It is believed Mr Geoffrey Pattie, Minister for Information Technology, was under strict instructions from Downing Street not to budge on the Government's previous position to opt for a less ambitious £2.965 billion EEC research programme.

Mr Kenneth Baker, Secretary of State for Education and Science, faced criticism from all five chairmen of the research councils at an informal lunch planned before the dispute began.

In the Commons Mr Pattie denied he had torpedoed the EEC agreement in spite of the softening of the French and West German which left Britain isolated.

The agreement covers a vast range of research projects including information technology, telecommunications and medical science. The Government's opponents claimed yesterday that delay in

signing the agreement could lead to the breakup of distinguished research teams.

The Government is also seeking cuts in existing programmes, such as Esprit information technology projects and the Race telecommunications programme.

Mr Pattie told MPs that proper measures were needed to evaluate the EEC research projects and wind up those that did not achieve their targets. He admitted Britain had a problem because it took extra time to develop discoveries and exploit them in the market place.

Earlier, Mr George Walden, Minister for Higher Education, was warned of the consequences of neglecting the research councils, which fund most of the work in university laboratories, by the three Conservative MPs representing university towns.

The Science and Engineering Research Council has frozen all new money for research projects for six months.

Mr Channon intends to reach his decision on the SIB rule-book quickly, to submit a delegation order to Parliament by the Easter recess, which starts on March 10.

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Appeal victory for women on equal pay

By Frances Gibb, Legal Affairs Correspondent

Women warehouse workers yesterday won an important victory for the principle of equal pay for work of equal value which could lead to thousands of other claims by women for increased wages.

In a ruling which tested changes to the Equal Pay Act of 1970, forced on the Government by the EEC, the Court of Appeal held that Mrs Irene Pickstone, 48, and four other women warehouse workers at the Freemans mail order firm, in Peterborough, could bring their claims for the same pay as male warehouse checkers.

The three judges upheld the EEC principle of equal pay for work of equal value, and overturned two industrial tribunal decisions that the women could not bring claims for equal pay with male workers doing different jobs.

The women had challenged the tribunal rulings.

The judges said Mrs Pickstone was not debarred from seeking a ruling on whether or not she was engaged in work of equal value with another worker just because there was already a man doing her job and getting the same pay.

The Equal Opportunities Commission welcomed the ruling yesterday as being of crucial importance.

Had Mrs Pickstone lost, it would have meant that many women wanting to bring equal pay claims were excluded from the scope of the act just because their job was also done by one or two possibly "token" men.

"That would have undermined the whole purpose of the equal pay amendment," said an EOC spokesman.

"The amendment was brought in to get round the problem of job segregation, which was stopping claims because often there was not a man with whom a woman could compare herself."

The Court of Appeal then held that in assessing pay the whole wages "package" had to be taken into account, including sickness benefit and holidays. On that basis, Miss Hayward was better off than the men with whom she was claiming equal pay.

The issue now goes back to the industrial tribunal for a rehearing.

Freemans were ordered to pay costs and given leave to appeal to the House of Lords.

The ruling was particularly welcomed by the EOC as it comes in the wake of another test case in which a canteen worker, Miss Julie Hayward, failed in her claim for equal pay with male workers in the shipyard where she was employed.

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Italy set for early elections

Rome (Reuters) — Italy looks set for early general elections after the veteran politician, Signor Giulio Andreotti, announced his attempt to form a government.

He told President Cossiga he was unable to reconstruct Italy's five-party coalition after two weeks' negotiations.

IN PART 2

New England

Mike Harrison, of Wakefield, is the new captain of an England rugby union side that shows eight changes for the Calcutta Cup game against Scotland on April 4. Page 48

Jockeys' risk

Jockeys taking diuretics regularly to lose weight are running the risk of seriously damaging their health, according to the chief medical officer of the Jockey Club. Page 48

Profits record

BAT Industries has reported profits above £1 billion. The tobacco, retailing and financial services group made £1.39 billion, a rise of £220 million in a year. Page 25

Law results

A full list of candidates successful in the Law Society's Final Examination, Winter 1987, will be published tomorrow.

Portfolio Gold

Yesterday's £4,000 daily prize in The Times Portfolio Gold competition was won outright.

Details, page 3.
Portfolio list, page 31.

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Heavy traffic through Swiss account

Saunders bank held £3m

By Ray Heath

A Swiss bank account of Mr Ernest Saunders, former chairman of the Guinness international drinks group, received more than £3 million last year it was revealed in the High Court yesterday. It was thought to be part of a £3.2 million payment now being investigated by the Department of Trade and Industry.

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Channon to back City watchdog

By Colin Narborough

Mr Paul Channon, Secretary of State for Trade and Industry, will support "polarization" when he makes his decision in the next two weeks on the rules for the Securities and Investments Board, and the proposed City watchdog.

Polarization, a key element in the SIB's regulatory framework, separates advisers on life insurance policies and unit trusts of a single company from independent brokers advising on products from a number of firms.

The banks and building societies have vigorously opposed the principle which would bar them from advising their customers on in-house investment products, unless they offer a choice of outside products alongside.

Mr Channon can hope for strong support in the Commons, where by yesterday 27 Tory backbenchers had put their names to a motion calling on the House "to

reaffirm its commitment to the principle of polarization."

They include Mr Michael Grynlls, MP for Surrey North-west and chairman of the Conservative Party Trade and Industry Committee, and a number of advisers to City institutions, including banks.

Whitehall was well aware of this clear signal from Parliament yesterday and it was understood that Mr Channon was certain not to challenge the SIB on polarization.

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Gorbachov gift of TV spectacular to Thatcher

By Robin Oakley, Political Editor

Mr Mikhail Gorbachov, the Soviet leader, is giving Mrs Thatcher the chance to turn her visit to Moscow into a television spectacular of great value to the Conservatives in the run-up to an election.

She will meet him no fewer than five times on her five-day trip beginning on Saturday, with virtually the whole of Monday devoted to tête-à-tête talks between the two leaders.

Mr Gorbachov will also greet her on her arrival, entertain her to dinner in the Kremlin and take her to a special performance of *Swan Lake* at the Bolshoi Ballet.

Despite critical stories in the Soviet press, attacking her for her speech to

the Conservative Central Council last weekend, officials said yesterday that the Russians were clearly sparing no effort to provide Mrs Thatcher with a full and varied tour. She will be interviewed by Soviet television and will give a press conference.

In addition the Prime Minister is to visit a Russian Orthodox monastery in Zagorsk to demonstrate solidarity with Christians in the Soviet Union and go on walkabouts in Moscow.

On the last day of her trip she will be flown south to Tbilisi, the capital of Soviet Georgia, for a sightseeing visit. On that stage of the trip she will fly in a Soviet aircraft rather than her official RAF VC-10.

Conservatives were yesterday delighted with the scope of the Moscow programme, which has been designed to provide wide television coverage at home, boosting Mrs Thatcher's image as an international statesman. The full day of talks with Mr Gorbachov was being contrasted with the short period allotted to Mr Neil Kinnock, the Labour leader, on his trip to Washington by President Reagan.

Mrs Thatcher and Mr Gorbachov will spend several hours together on Monday with only interpreters present, before they are joined at some stage during the afternoon by Sir Geoffrey Howe, the Foreign Secretary, and his Russian counterpart, Mr Eduard Shevardnadze.

The Prime Minister is hoping to improve Anglo-Soviet trade relations and to press the case for the extension

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HUTCHINSON

NEWS SUMMARY

MP to protest at secret drug case

A senior Central Criminal Court judge has refused to say why a drugs case hearing was taken in camera last week but will confide to a journalists' representative as long as she keeps his reasons a secret. Sir James Miskin, the Recorder of London, told Miss Pat Clarke, chairman of the Central Criminal Courts' Journalists' Association, she must sign a declaration not to pass the information to colleagues.

Yesterday Mr Nicholas Brown, Labour spokesman on legal affairs and MP for Newcastle Upon Tyne East, said he would raise the case with Lord Hailsham of St Marylebone, the Lord Chancellor.

The case comes at a time of growing frustration among journalists as the press is regularly restricted from bail applications such as the one which released Winston Silcott before the Tottenham riot.

Press and public were not admitted to hear Tony Alexiou sentenced for possession of heroin. The judge explained he was jailed for three years and nine months after "a number of reasons put forward in mitigation".

Wedding costs up Sit-in to end

It now costs £6,365 to get married and set up home — not including the deposit on a house — but young couples still believe it is worth it, according to a survey published today.

The 1987 edition of *You And Your Wedding* says a survey of more than 800 brides-to-be found that unemployment and rising home prices do not seem to have affected the desire for a dream wedding.

Costs are up 10 per cent on last year and the price of the average wedding and honeymoon is now £3,673.

New cancer fund

A man whose wife died of ovarian cancer has launched a research project to try to reduce the 4,500 deaths a year in Britain from the disease.

Mr John Harris, a London businessman, has organized a three-day seminar of international experts next month, costing nearly £100,000, with the support of the Royal College of Obstetricians and Gynaecologists.

He has founded the Helene Harris Memorial Trust, and plans further conferences of researchers. Mrs Harris died in August 1985, aged 48, about 18 months after her condition was diagnosed.

Jumblatt for talks

Mr Walid Jumblatt (right), the Lebanese militia leader at the centre of the mystery surrounding the disappearance of Mr Terry Waite, will arrive in London this week for urgent talks with Foreign Office officials and the Archbishop of Canterbury, Dr Robert Runcie.

The invitation to visit Britain was a long-standing one but his trip is expected to be dominated by concern for the fate of Mr Waite. It is believed that Mr Jumblatt could bring important information about his disappearance.



All-ticket solstice

In an effort to forestall any mass invasion of Stonehenge this summer, English Heritage, which manages the ancient monument, is making the solstice a ticket-only affair.

It will allow 500 people on to the site between 3am and 8am on June 21.

Tickets, which are free, must be obtained from English Heritage, which will also be providing transport to the site.

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Barrister tells why a murderer was given bail

By Frances Gibb, Legal Affairs Correspondent

Winston Silcott, convicted of the murder last week of PC Keith Blakelock, was granted bail chiefly because of the poor prosecution case against him, the barrister who successfully put the case for Silcott to remain free says.

Miss Nemone Lethbridge was giving her first interview since the furore over the disclosure that Silcott was out on bail on a murder charge when PC Blakelock was attacked.

Miss Lethbridge also says only two objections to bail were put forward by police.

Those were that Silcott might interfere with witnesses, and that he might abscond, she says.

But the police did not raise the possibility of Silcott committing further offences.

Defending Judge Lyndbery's decision, she says he was very fair.

He examined the evidence at length and asked a number of questions. But on the basis of the evidence against Silcott at the time, it looked likely he would be acquitted.

In fact Silcott was subsequently convicted of the murder of a boxer at a party, shortly before standing trial for the murder of PC Blakelock.

But Miss Lethbridge says that at the original committal hearing in a magistrates' court the likely outcome looked different.

"It was a full, old-style committal hearing, at which I represented Silcott, and the witnesses did not come up to proof."

"So on the bail application to Judge Lyndbery I handed him all the depositions and he could see it was not a strong case."

"He asked a lot of ques-

tions, and he indicated he could see that on the basis of the depositions Silcott was likely to be acquitted."

"He made clear he thought it wrong for a young man to spend several months in custody only eventually to be acquitted."

When, however, the matter came to full trial last February, it was a different story and the witnesses after all "did come up to proof".

Bail was granted on stringent conditions: first that he reside at his parents' address and second that he be subject to a curfew at night.

Miss Lethbridge says she tried to get those conditions varied at a later application before the judge, so Silcott could continue going round parties with his music system. But Judge Lyndbery refused to lift them.

Defence lawyers yesterday did not express surprise that the police did not raise the question of further offences being committed.

"These stabbings are two a penny," the Hackney police who opposed bail probably did not know Silcott as well as his homeground Tottenham police and his criminal record was not long by the standards of many defendants accused of murder."

Yesterday Scotland Yard refused to comment.

A judge's decision to give bail to a man accused of murdering a child only a week after the public outcry over Silcott was defended by a solicitor yesterday.

Mr Justice Turner, sitting in chambers at Nottingham on Tuesday, overturned the ear-

lier refusal of magistrates at Skegness, Lincolnshire, to grant bail to Antony Shirley, aged 18.

Mr Shirley, unemployed, had been in custody for nearly two months charged with the murder of Nicola Spencer, who was strangled at her home in Skegness last December.

Skegness magistrates rejected his application for bail on February 27 after objections from the police and the Crown Prosecution Service.

He was given bail on two sureties of £5,000 each and on condition that he live with his parents in Skegness and agreed to a curfew.

Mr Ian Benton, his solicitor, said: "The judge applied the law as it stands at present. He considered the case on its merits and we are very pleased that he granted bail."

Call to end research in all but a few universities

By John Clare, Education Correspondent

Most of Britain's universities should be stripped of their research role, Mr Christopher Ball, warden of Keble College, Oxford, told the Royal Society of Arts last night.

He said the economy could not sustain fully-funded research in all 45 universities and suggested that "a number between 12 and 20 would be more realistic".

Mr Ball, who is also chairman of the National Advisory Board for Public Sector Higher Education, added: "The remainder of the universities would join the polytechnics and colleges as 'teaching first' institutions."

"Such a realignment would not be easy but the status quo is no longer satisfactory and the question is an urgent one."

Mr Ball said his radical proposal would save about £300 million a year, money which he suggested should be transferred to the research councils to which universities and polytechnics alike could apply for support.

He said that he could see no reason why teaching costs in universities (minus expenditure on research) should be so much higher than they are in polytechnics, adding that he favoured "similar funding for similar work".

Mr Ball called for the development of a different kind of higher education system "providing for larger numbers recruited from a much wider segment of the population and offering a diversity of learning methods and opportunities at different stages of their lives".

Student demand, he added, was not a natural phenomenon: it had to be managed and planned. Between 1984 and 1996, the number of people aged 18 was set to fall by more than 30 per cent. At the same time, the need of employers for skilled manpower would grow.

He said Britain did not have a coherent policy for higher education and called on the Government to provide one in its forthcoming White Paper.

The proposal has not been welcomed by the universities. An official of the Committee of Vice-Chancellors and Principals said they wanted to preserve the present system because it enabled young researchers to develop ideas which would not attract support from the research councils in their early stages.

The vice-chancellors agree that the councils need more money but not at the universities' expense. They say they are not against research on expensive projects being concentrated in a limited number of centres.

Cash boost for superconductors

The Department of Trade and Industry is considering setting up a special initiative to boost UK research into the newly discovered ceramic superconductors, now widely seen as likely to play a key role in the electronics industry of the future.

The money would come from the £210 million "Link" fund, launched by the Prime Minister last December to increase the commercial exploitation of scientific research.

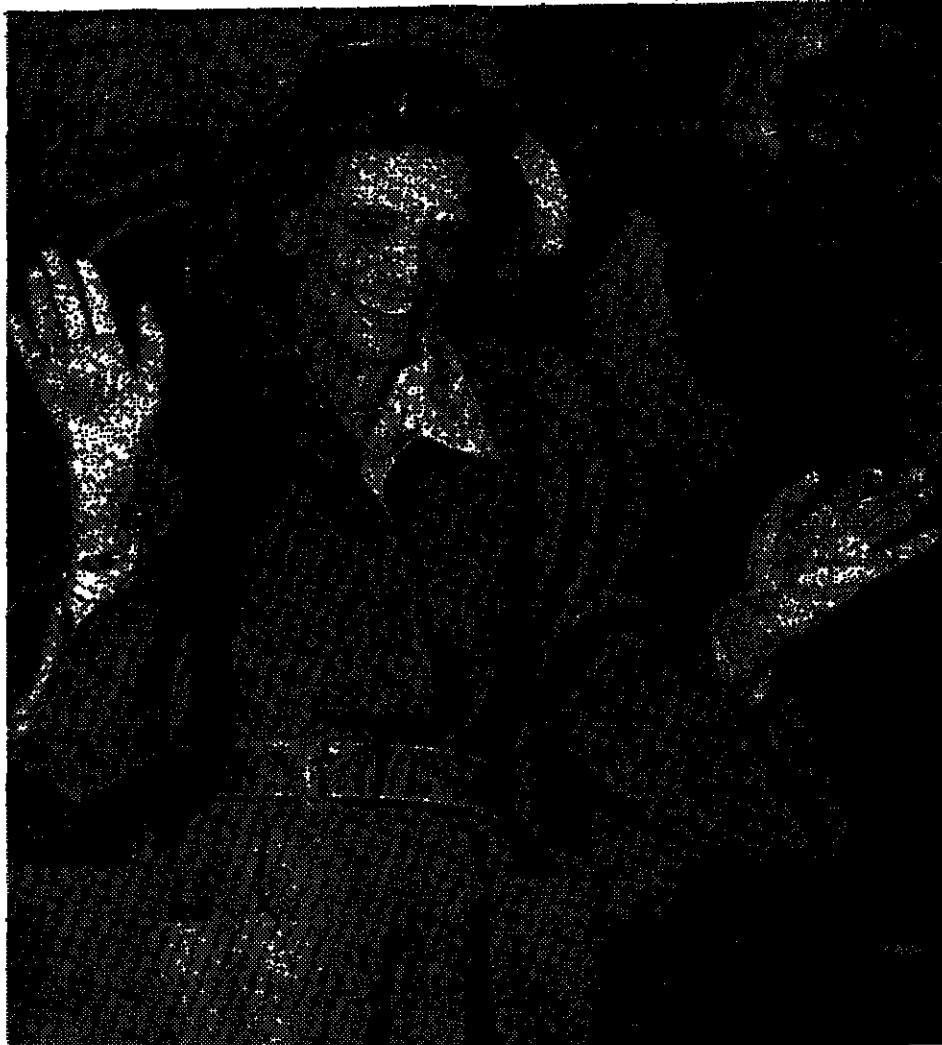
However, according to government sources, no money is likely to be forthcoming until May at the earliest. And under the scheme, any government input would have to be matched pound for pound by industrial sponsors.

Some UK scientists working on the new materials fear that any delay could prove disastrous for Britain's bid to share in what many see as the rich rewards.

According to Dr John Wilson, one of a team of superconductivity researchers at Bristol University, some laboratories in America and Japan are already patenting their discoveries, in recognition of their enormous commercial potential.

Dr Wilson's group is one of about twelve in the UK now vying for the £200,000 made available this week by the Science and Engineering Research Council to tide researchers over until the current research freeze ends in September. He has been told that only four groups will share the cash.

Dr Wilson has also approached industry, but the response so far has been sluggish. *Parliament*, page 4



Melina Mercouri, the Greek Minister of Culture, yesterday joined Mr Richard Luce, the Minister for the Arts, in opening an exhibition at the Royal Academy in London called "From Byzantium to El Greco" which comprises 70 icons. (Photograph: Tim Bishop).

Cost of living

Inflation on the increase

An organization which prepares cost of living indices for businesses yesterday claimed that inflation was running at double the rate shown in Government statistics.

Reward Regional Surveys says in its latest six-monthly report, published yesterday, that shop prices have risen by 3.3 per cent in the last six months, and by 5.3 per cent in the year. The current rate of inflation is officially put at 3.7 per cent.

Furthermore, the survey company says that house prices have risen on average by 8 per cent in the last six months, and by 15.3 per cent over the year, so that when housing costs are taken into account an extra 7.5 per cent

of income is needed to maintain living standards.

The conclusions are based on prices for 260 goods, services and living costs, with statistics collected by resident surveyors in 103 towns. They are intended to be representative of living costs for people in work, whom businesses might wish to relocate. No representative figures were prepared for lower income groups.

Housing and mortgage costs are blamed for the sharp rise in Reward's inflation figure, because the survey only takes account of current house prices and new mortgages.

Reward says that the increasing rate of house prices in the south-east is widening the north-south di-

vide. The increase in the cost of living in Greater London was 33.2 per cent more than the national average when housing costs were included.

Londoners pay dearly for the privilege of living in the capital, the report says. The owner of a three bedroom semi-detached residence in Greater London would need nearly £2,500 more than the national average to maintain the same standard of living, and those commuting from outside London an additional £3,775. The current average London weighting payments, the report says, by no means match these requirements.

Cost of Living Report, March 1987, Reward Regional Surveys, 1 Mill Street, Stone, Staffordshire, ST15 8BA, price £50.

Unionists in disarray over statement

By Richard Ford

The disarray within the joint Unionist campaign against the Anglo-Irish Agreement was highlighted yesterday when Mr James Molyneux announced that a statement bearing his name had been issued without his authority.

Mr Molyneux, leader of the Official Unionist Party, said he had not seen a statement calling for Loyalists to hold a series of "freedom marches" in protest at new public order legislation.

The statement was issued in the name of the OUP leader and the Rev Ian Paisley, the Democratic Unionist Party leader. It raises the suspicion that the DUP was attempting to "bounce" the OUP leader into action.

Teacher unions' strike figures 'were doubled'

By John Clare, Education Correspondent

The Government last night challenged claims by the two biggest teaching unions that up to 300,000 teachers took strike action last week in England and Wales.

Both the National Union of Teachers, with 190,000 members, and the National Association of Schoolmasters/Union of Women Teachers, with 110,000, issued daily figures which suggested that 75 per cent of the profession had obeyed a half-day strike call in protest against the Teachers Pay and Conditions Act.

However, for the first time in more than two years of repeated strikes, the Department of Education has begun collecting evidence from local education authorities about the extent of the disruption.

Last night, with replies in from about forty of the 104 authorities, the department estimated that only half the teachers said to have gone on strike had in fact done so.

Every school has to submit details to its local authority of the teachers who strike so pay can be deducted.

Commenting on the figures, Mr Kenneth Baker, Secretary of State for Education and Science, said: "Many teachers want to fulfil their professional duty and look after their children."

The National Union of Teachers dismissed the figures, but acknowledged that it had no way of knowing how many teachers had obeyed its call.

Report doubts Budget strategy

By Nicholas Wood, Political Reporter

The Government admitted in a little-noticed EEC report that higher public spending offered the best hope of reducing unemployment and raising output, the Labour Party said yesterday.

Mr Tony Blair, a Labour Treasury spokesman, said the EEC annual report, signed by ministers last December, drew a "coast and horses" strategy of cutting taxes to stimulate the economy.

He accused the Government of not daring to tell the British people what it had quietly acknowledged in the European arena.

Mr Blair said a passage in the annual report, drawn up by the EEC Commission and adopted by its finance council, contradicted the economic policy outlined by Mr Nigel Lawson, Chancellor of the Exchequer, in last week's Budget.

The passage says: "In view of the likely continued strong growth of real personal incomes in 1987, there would be a more balanced pattern of growth if some of the room were used to support demand components other than personal consumption."

"The scope for additional public sector infrastructure investment offering an acceptable rate of return should be examined. Such investment might have a greater short-term impact on employment than income tax cuts and, like such cuts, would tend to strengthen productive potential."

Whitehall sources said yesterday that the economic commentary referred only to the short-term outlook. Government policy was directed at the medium and long-term where, it believed, reductions in taxation represented the best route to prosperity.

The Treasury said: "If people are saying tax cuts are less efficient than public expenditure that rests on short-term considerations."

"Tax cuts have long-term benefits. By improving incentives and stimulating enterprise and efficiency, tax cuts will raise output and create more jobs long term."

Mr Blair, who will raise the report in the Commons today, also cited passages in which the Government has admitted that there is no likelihood of "serious" invasions into unemployment and that the United Kingdom is lagging behind its industrial rivals in controlling inflation, so further undermining its international competitiveness.

The full report was signed by Mr Giles Shaw, Minister for Industry, and deposited in the Commons library in January.

Labour to keep home loan relief

By Robin Oakley, Political Editor

The Labour Party was yesterday pledged to maintain mortgage interest tax relief indefinitely.

Mr Jeff Rooker, the party's housing spokesman, told the British Property Federation: "Mortgage tax relief, limited to the standard rate (paid by 95 per cent of taxpayers) will continue for all taxpayers buying their home. I venture to say that as long as we have an income tax system in the UK, mortgage tax relief will be available. I can't be more long-term than that."

In a major policy speech at Leeds, Castle, Kent, Mr Rooker also said that Labour saw "no long term future for traditional private renting for a commercial profit as a form of housing tenure".

Mr Rooker said that the Labour party, like the Conservative Government, wanted banks, building societies and pension funds to fund housing for rent, "but they do not necessarily have to provide it or manage it for themselves". They had no experience of doing so and the job was best done in partnership with local authorities and registered tenants associations.

Mr Rooker called for a rethink about the financing of renting property, saying that financial assistance with housing costs was the norm the world over. It should "so far as practicable" be of equal value between tenures.

Both Mr Rooker and Mr John Patten, the Housing Minister, have recently called for the introduction of private capital for the improvement of council estates, with estate-based management.

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Aids can take up to 15 years to develop warns new forecast

Doctor says as many as 100,000 infected in UK

By Pearce Wright, Science Editor

The incubation of Aids among people infected with the HIV virus could be as long as 15 years, according to the latest revision of the pattern of the disease.

A study by Dr Malcolm Rees, of St Stephen's Hospital, Fulham, south-west London, also suggests that 100,000 people in Britain have been infected, against the government estimate of 30,000 to 40,000.

The calculations present the most pessimistic prediction so far from mathematical forecasts. The findings show that a far higher proportion of infected individuals will develop the full disease than previous estimates.

Dr Rees's figures indicate that more than half of those infected are likely to develop Aids, rather than the current projection of 10 per cent. His results are contained in a paper entitled *The Sombre View of Aids* published in today's issue of *Nature*, the science magazine.

Dr Rees suggests that previous analyses of the spread and incubation period of the disease have been hampered by the difficulty of finding out when sufferers were infected.

He uses data from a group of people infected by blood transfusions in the United States. That group is unique in that the time of infection can be pinpointed and compared with the time patients start suffering from Aids.

However, there is not yet a universally agreed method for such calculations, and Dr Rees's findings are likely to be refined and modified by other experts in medical statistics.

The new mathematical model suggests that 100,000 people were infected with Aids in the United Kingdom by the middle of last year, and as many as 2.5 million were infected in the US at the end of 1984.

The calculations indicate more than half of those infected will develop Aids

within 10 to 20 years, while smaller numbers will do so in less than five years or more than 20 years.

Meanwhile, one of the main obstacles to full international co-operation in research into the disease has been removed. It comes with an agreement in principle over the rights to patients to a diagnostic test for Aids.

The dispute has been fought on behalf of the two teams who identified separately the virus responsible for Aids. One team was led by Professor Luc Montagnier, of the Pasteur Institute in Paris, and the other by Dr Robert Gallo, of the US National Cancer Institute at Bethesda, Maryland.

Under the draft agreement royalties from the use of the HIV antibody test will be divided three ways between the US Public Health Service, the Pasteur Institute, and a new international foundation for the support of Aids research and treatment.

New move to help sufferers

By Thomson Prentice, Science Correspondent

New measures to provide better care for Aids sufferers were announced yesterday by Mr Norman Fowler, Secretary of State for Social Services.

They will cost £250,000 and will be needed to cope with the rising number of Aids cases in the next few years, Mr Fowler said.

Doctors, nurses and social workers will be offered training to help them to tend to patients outside hospitals.

A central pilot scheme will bring together health and local authorities and act as a focal point for families and those caring for patients in the community. It will forge links with voluntary bodies.

Each of the 14 health regions in England will have a

government-funded fellowship for a nurse to study the care of Aids carriers or sufferers who are not in hospital.

Two teaching posts for general practitioners will be set up in the three Thames health regions hardest hit by the disease. The GPs will gain experience in hospitals of care and treatment. Other health districts are to be encouraged to make similar provisions.

Mr Fowler told a conference of health professionals and voluntary organizations yesterday that the emphasis was not being placed on care outside hospitals because it was cheap or an easy option.

"I believe it to be the right approach and, moreover, an approach that is preferred by those we are caring for."

Terminally ill Aids patients would prefer to die in their own homes, he said. For some that would not be possible.

Police in Edinburgh will co-operate with health authorities when drug addicts are offered an exchange of new needles for old to combat the spread of Aids.

Officers would not stand outside clinics identifying addicts, stopping and searching them as they left, Mr William Sutherland, the chief constable of Lothian and Borders police, said.

But if someone was found with the drug and a needle the police would seize both because of the rules of evidence.

cutting airline yesterday as "a very thin little deal indeed". Others said it went only a small way towards meeting the objections that some European airlines are keeping fares artificially high.

The Air Transport Users Committee described the deal as "a shadow rather than a substance" and said it was very disappointed.

Mr Michael Spicer, Minister for Aviation, remained optimistic. He said last night: "This is a modest first step towards a genuine liberal aviation market within Europe."

British Airways has turned down the chance of operating twin engine Boeing 767 jets on long range "over-water" routes because of possible safety problems.

Under the agreement, heralded by ministers as "a major step forward", airlines will be able to offer discounted fares during off-peak periods. If the proposals are ratified in June, it will no longer be necessary for passengers to stay at their destination over a Saturday night, and cheaper fares need not be restricted to groups such as the under 25s or the over 60s.

The agreement was described by one leading cost-cutting airline yesterday as "a very thin little deal indeed". Others said it went only a small way towards meeting the objections that some European airlines are keeping fares artificially high.

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Mr John Webb, a Wiltshire farmer, with Shire horses Sunset and Warrior who are among the attractions at the Wessex Shire Park at Telford Mages, near Salisbury, which opens next month.

Mr Webb is transforming 85 acres of grazing land into a £750,000 tourism attraction in keeping with the Government's call for farmers to find new uses for the countryside.

Next month Johnny Morris, the television personality, will open the park and Mr Webb and his wife Rosemary hope to welcome thousands of visitors a year.

The park will feature a recreated medieval life here as the centrepiece of a traditional farmyard. More than 20 shire horses will be there. (Photograph: Peter Trievnor)

Husband's 'living hell' made him kill

By Ian Smith

Robert Healey told yesterday the "living hell" which drove him to kill his wife and step-daughter.

The jury at Liverpool Crown Court listened intently as Mr Healey, aged 38, told of disputes which carried on for weeks and how his wife demanded constant reassurance that he loved her.

For brief periods the relationship was peaceful, explained Mr Healey, but then his wife Greba, aged 40, an auxiliary nurse, would go into a blind rage.

intolerable and less than a month after returning from a family holiday in Spain he battered his wife to death then literally "squeezed the life out" of his step-daughter Marie Walker, aged 13.

Mr Healey, a driving instructor, who denies two murder charges, said that he met Greba on a blind date after placing an advertisement in a local newspaper for female companionship when his first marriage failed.

The former Royal Navy seaman said the couple began living together. In November 1985 they married. He said that his wife started

complaining about the time he spent at work or on social outings until eventually he was afraid to meet friends, invite relatives to their home in Longmead Avenue, Hazel Grove, Greater Manchester, or even receive business telephone calls.

He said he often sent his wife messages of love and placed single red roses inside her car but she ignored his peace offerings.

The prosecution alleges that after Mr Healey killed his wife and step-daughter he buried them in woodland graves at Caerwys, North Wales, then staged an elaborate charade,

even faking his own suicide by leaving his clothes in a soddie pile on Prestatyn Beach.

Earlier the court was told of the relationship between Mr Healey and Marie.

Extracts from a book in which Mr Healey catalogued the life of misery he claimed to have been led by his wife were read to the jury by Mr Brian Leveson, QC, for the prosecution.

In one chapter Healey wrote of his step-daughter as a special little girl with unique qualities. They grew apart when Mr Healey romanced then married her mother. The case continues today.

Jobless in heroin abuse link

By Peter Evans Home Affairs Correspondent

Heroin abuse is more prevalent among young people who are unemployed according to a report published today by the Health Education Council.

It stops short of saying that unemployment causes heroin-taking - there are areas of high unemployment such as the North-east of England where there is no extensive heroin problem, it says. But where there is both high unemployment and easily available heroin, there seems to be an increased likelihood of experimenting with it, leading rapidly to excessive and uncontrolled use.

The existence of a severe heroin problem corresponded with high unemployment in areas of the North of England according to the report, the first to scrutinize the use of the drug in Britain in this way.

"The availability of cheap heroin in the North of England during the early 1980s signalled a truly qualitative shift in many towns and cities where heroin had been previously almost unknown. This novel situation also coincided precisely with the sharp increase of unemployment in the Northern region", it says.

The researchers, led by Geoffrey Pearson, now Professor of Social Work at Middlesex Polytechnic, examined neighbourhoods where a heroin network was densest. Unemployment among males aged under 25 in those areas ranged up to 66 per cent. *Young People and Heroin* by Geoffrey Pearson, Mark Gilman and Shirley Melver (Gower, £12.50).

Printer struck PCs with cans

A print worker who hit policemen with a bag containing beer cans during a demonstration last December at the News International plant in Wapping, east London, was fined £130 by Thames magistrates yesterday.

Andrew Holmes, aged 27, of Mazenod Avenue, Kilburn, admitted assaulting PC Steven Bond, who was knocked unconscious, and assaulting another officer to resist arrest.

Airlines discount deal aimed at cheaper fares

By Harvey Elliott, Air Correspondent

The agreement reached in Brussels towards further liberalization of air fares within Europe was greeted with less than enthusiasm by airlines yesterday and the main passenger consumer group was openly angry.

Under the agreement, heralded by ministers as "a major step forward", airlines will be able to offer discounted fares during off-peak periods. If the proposals are ratified in June, it will no longer be necessary for passengers to stay at their destination over a Saturday night, and cheaper fares need not be restricted to groups such as the under 25s or the over 60s.

The agreement was described by one leading cost-

Inspectors urge more teaching of languages

By Sarah Thompson, Education Reporter

All British children should be taught languages until they are at least 16 years old, according to a discussion paper published yesterday by school inspectors.

They echo the views of Mr Kenneth Baker, Secretary of State for Education and Science, who has voiced his concern at Britain's "ostrich-like" attitude.

In a draft policy document issued last June, he urged that more children should learn languages, especially German, Spanish, Italian and Russian. He is now supported by Her Majesty's Inspectorate, which

says, in *Modern Foreign Languages to 16*, that allowing pupils to opt out of languages "may create an undesirable hierarchy of subjects" and often means that more boys opt out than girls.

"The inclusion of a foreign language in the common curriculum, as in other European countries, is thus a logical and desirable step", the inspectors say.

Only slightly more than two-fifths of pupils in England and Wales are learning a foreign language, usually French, after the age of 14.

Casinos on a losing streak

By Peter Evans, Home Affairs Correspondent

The gaming industry lost its winning streak last year. The casino boom was punctured, licensed bingo is way down from its peak, and lotteries are far from what they were.

The question facing the industry is whether the decline is temporary. Only amusement slot machines, such as those found in public houses, cafes, arcades and pleasure fairs, increased in popularity.

The annual report of the Gaming Board for Great Britain gives stark figures. In casinos, the estimated "drop" - money exchanged for chips - for 1986 was £1,604 million, a decrease of £16 million over the previous 12 months.

Optimists believe the figure could be only a hiccup. The report says that the decline was due entirely to a marked fall in London during the

summer months because of the absence of high-staking players from abroad. It emphasized the figures improved substantially towards the end of the year.

Pessimists will point to newly-opened casinos in Perth and Adelaide, with a third to be built in Sydney, as evidence of 'fresh competition' from abroad. Since 1976 London has benefited from the business of Middle Eastern players.

Yet wins in London have been greater last year, even when expressed as a percentage of the drop.

Bingo, which at its peak in 1974 had 1,820 licensed clubs, was last year down to 1,186. Not all clubs holding licences are open for business. At the end of the year 1,111 clubs were operating.

Lotteries are in fast decline.

There was a 19 per cent drop last year in those promoted by local authorities and a 22 per cent fall in those by societies under schemes registered with the board. From 5,916 lotteries in 1982 the number has fallen to 1,705. Over the same period, the total value of ticket sales has plummeted from £52.5 million to £21.9 million.

There was scarcely a rise in the number of jackpot machines installed in premises licensed or registered under the Gaming Act: the increase was from 39,100 to 39,600. The maximum prize limit has been increased to £150.

But there was a 16.2 per cent increase in the number of amusement machines paying out prizes, from 138,400 to 160,800.

Report of the Gaming Board for Great Britain 1986 (House of Commons Paper 263: £5.20).

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March 25 1987

PARLIAMENT

Labour threat
'would tear
guts out of
defence'

WE EUROPE

Lord Home of the Hirsel, the former Conservative Prime Minister, said in the House of Lords that the Labour Party's defence plans to put Britain's defence plans to effect it would tear the guts out of the defence plans of the democracies of Europe.

Initiating a debate on Britain's relations with the United States and Soviet Union, Lord Home said that Labour's policy would be put to the British people who will put a stop to it. He hoped that would be the end of it.

"I hope we can return to something we ought never have to have left - the all-party consensus on foreign policy. The sooner we return to it the better."

He said that he did not want to rub in this issue to the Labour peers because many of them will be acutely uncomfortable about it.

He asked how long after American forces were taken out of Britain could the Americans be expected to keep forces in West Germany.

He added that it was of prime importance to Britain that the Americans' poise and prestige should be quickly regained if, after the US Administration's recent troubles, it had indeed been lost.

Turning to the Soviet Union, Lord Home said that all the disarmament agreements will be useless unless the Russians were prepared to observe the sanctity of any treaties signed - which they had not done in the past.

The problem had been that paper pledges given by the Soviet Union had not been carried out on the ground. When it came to a treaty of disarmament, when the British Government was dealing with the lives of thousands or millions of people, trust was absolutely imperative and so verification was of the first importance.

Lord Cledwyn, Leader of the Opposition peers, said that the Opposition wished the Prime Minister well in talks with Mr Gorbachev. The state of affairs in Moscow and Washington; the mood in Western Europe; and the more hopeful prospects of constructive disarmament gave the visit special significance.

It appeared that the Soviet Union was attaching great importance to the visit, partly because of recent critical events in Washington and because, he believed, Mr Gorbachev was anxious to establish links with the British Government.

"From all one can gather, it seems that this is the most

promising time since the war for exploring the possibilities of increased trade.

"Mr Gorbachev has begun to make changes of significance in the Soviet Union. He has excited some expectations and raised my hopes. It is not so much what he has said, as what he has done at home in Russia, which makes Mr Gorbachev impressive."

They had heard with relief and joy about the daily release of political prisoners. There were those who said that it was only window-dressing, and those peers who would say it was insignificant, but he thought it was more and might be the beginning of something significant. Those developments should be supported.

"Mr Gorbachev has a massive task. He is up against great difficulty in the Soviet Union. We hope therefore that the Prime Minister will take full advantage of this development. There is an opportunity which may not repeat itself."

Lord Bramall, formerly Field Marshal Sir Edwin Bramall, Chief of the Defence Staff, 1982-83, said that as a result of his experiences during the war and just after when he saw the devastation of Hamburg and Hiroshima, he had never been convinced by the argument that if they totally removed nuclear weapons from Western armories, or those of East and West, they would somehow be serving the cause of peace because the risks and panoply of conventional war would have become respectable and even tolerable. That would be disastrous for the country.

War must be made too dangerous for rational men to contemplate. It must be eradicated as an extension of foreign policy. In the past, the Kaiser and Hitler had started conventional war because they could win it. Not even the remotest concept of nuclear war encouraged that belief.

The West could only defend Berlin, as it must, by ensuring that it was not attacked.

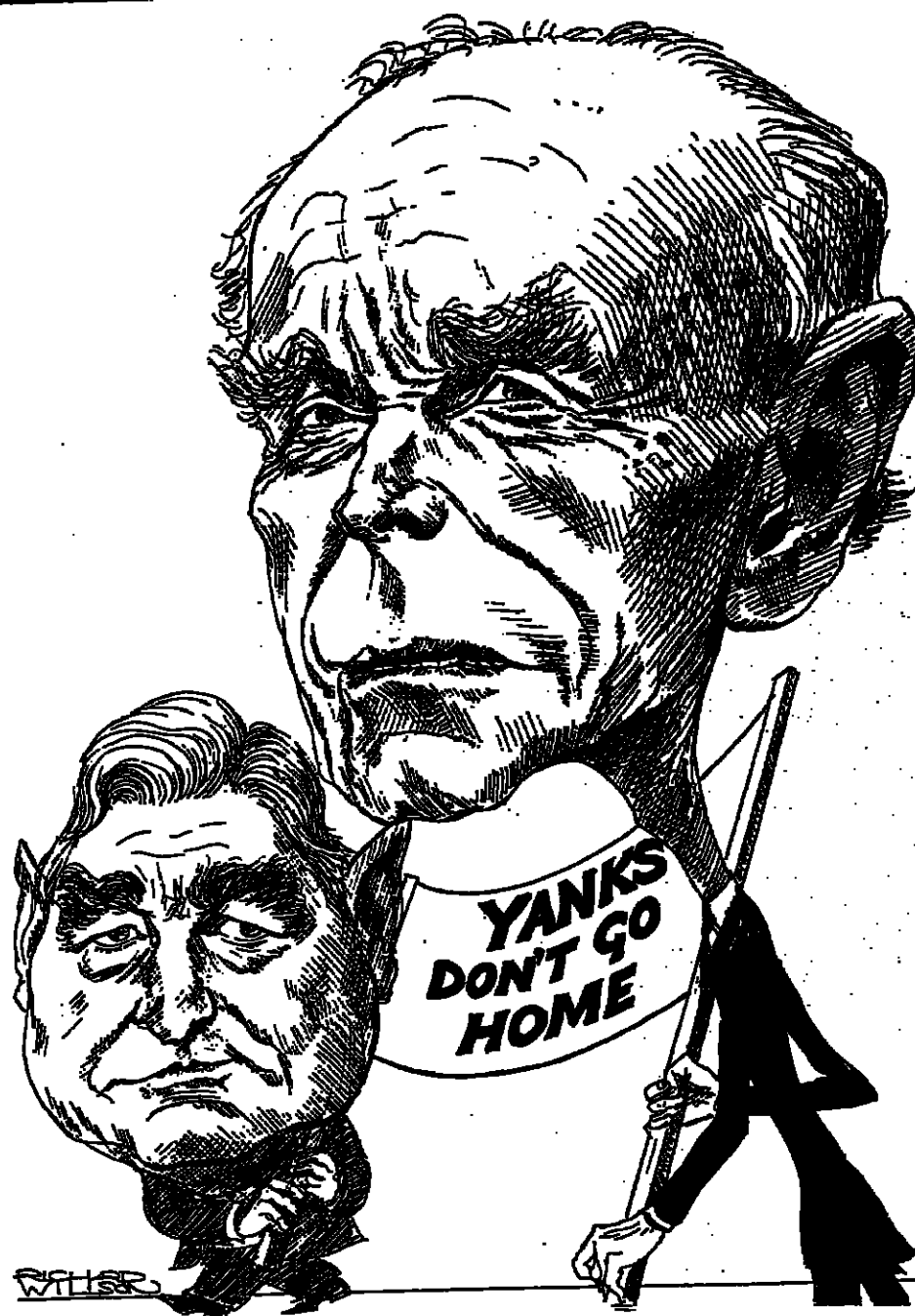
It was not attacked because the price of doing so in terms of the wider proliferation in the Western Alliance, even escalation into some nuclear release, must be seen as too high, and greatly to outweigh any advantages to those who would wish, as some undoubtedly did, to change the status quo.

"This is no time in NATO to drop a sensible guard if we are to face the future with confidence and negotiate from a position of strength. We should not do anything which would risk throwing away that one great advantage we have today over 1914 and 1939 - a firm United States commitment to Europe."

Lord Cledwyn said that the Opposition wished the Prime Minister well in talks with Mr Gorbachev. The state of affairs in Moscow and Washington; the mood in Western Europe; and the more hopeful prospects of constructive disarmament gave the visit special significance.

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"From all one can gather, it seems that this is the most



Lord Bramall (left) and Lord Home of the Hirsel: Concern for Western defence.

Government research
help to rise by £372m

Government support for civil research and development in this financial year was predicted to be £372 million and that would be 60 per cent higher in real terms than in 1979-80, Mr Geoffrey Pattie, Minister for Information Technology, said during question time.

He was replying to Mr Ian Wrigglesworth (Stockton South, SDP), Alliance spokesman on trade and industry, who said that expenditure on civil R & D in Britain lagged behind that of its main competitor countries. The Government should also do more to encourage companies to increase their R & D spending.

The minister should hang his head in shame at the way ministers had just torpedoed the EEC Commission's proposals for increasing expenditure on R & D.

Mr Pattie said that he had just

returned from the EEC research council to which Mr Wrigglesworth was referring and it had not torpedoed anything.

It had insisted that before agreeing to spend more than £5 billion it must be convinced about what achievements were being aimed at, whether there were proper measures of evaluation and whether it was possible to turn off some programmes if they were not achieving their targets.

Total expenditure on civil R & D in 1985 was £4.8 billion at present prices. That was an increase of 16 per cent on the £4.2 billion spent in 1983.

Mr Richard Page (South West Hertfordshire, C) said that scientists could become blighted on certain projects and it was necessary to evaluate those projects carefully for their

commercial potential. Was the minister satisfied that the evaluation process was sufficient?

Mr Pattie said that he could never be sufficiently satisfied. The evaluation and monitoring procedures had improved a great deal in recent years, but Mr Page was right and he did not see why standards of evaluation should be any lower when public money was involved.

Mr Peter Fike (Barnley, Lab) said that money made available for civil R & D should be more fairly distributed to regions such as the North-West. There was a tendency for this money to go to the South-east where the local offices were based.

Mr Pattie said that many of the laboratories where the research was carried out just happened to be situated in the South-east.

All-night sitting
Arms deal for
Nicaragua
Contras denied

MISSILES

Allegations that arms for the Nicaraguan Contras had been supplied from this country with the tacit approval of the British Government were firmly denied and dismissed as "fantasy" early today in the Commons.

The allegations were made during a debate on Government policy towards central America by Mr George Foulkes, an Opposition spokesman on Foreign and Commonwealth Affairs, who called for an immediate inquiry.

Referring to the British connection as "political dynamite", he said the Contras wanted Blowpipe missiles and other arms from the United Kingdom.

It was reasonable to assume that even the Prime Minister could not provide these directly and openly and so some of the arms would be supplied through the private sector arms dealers and merchants of death was a likely way to deal with it.

According to the Tower commission report into the Iran-Contra affair, Colonel Oliver North had referred to his efforts to obtain Blowpipe missiles for the Contras.

He had tried to obtain 20 Blowpipe missiles and 10 launchers from a South American country.

He had said that Short Brothers, manufacturer of the missile, was willing to arrange a deal, conduct training and even send UK technical representatives if they closed the arrangement.

There was direct evidence that Short Brothers was conspiring in evading the provisions of the Export of Goods Control Order.

Colonel North, who has since resigned from the White House staff, had said on June 10: "We should look to going back to the

head of the Allied Government on the Blowpipes if we are going to do anything at all about outside support in the next few days. I would love to carry the letter from Reagan."

Did Colonel North carry a letter from Ronald Reagan on either or both the meetings he had with the Prime Minister in 1986?

Further revelations were expected soon.

In reply, Mr Timothy Eggar, Under-Secretary of State, Foreign and Commonwealth Affairs, said that he supposed Mr Foulkes had to go on fantasising in the vague hope that the fantasies would suddenly turn into reality, rather like Cinderella at the ball.

The allegations that the Government had given approval to the supply of Blowpipes to the Contras was entirely without foundation.

"I would like to repudiate in the strongest terms that the Government's Government authorisation of the supply of arms to the Contras."

"Whatever approaches might have been made to Short Brothers on behalf of the Contras - and we too have seen the commission report - no supply of Blowpipes to the Contras has been authorised."

"Furthermore, the United States Government has assured us that there are no Blowpipes in Contra hands and there is no intention by the US of supplying Blowpipes."

"We have consistently called for a reduction of arms levels in Central America. That has been our consistent policy and we stick by it."

Green
pound
'must
drop'

Renewed calls for a devaluation of the green pound to help the beef industry were made to Mr John Gummer, Minister of State at the Department of Agriculture, Fisheries and Food, late on Tuesday in the Commons.

He said that the Government was determined to do all it could to ensure that the beef industry got through the difficult period ahead. The implications were for better times at the end of 15 months in terms of the market.

Earlier in the debate, on the Scottish Beef Industry, Sir Hector Macdonald (Dumfries, C) said that one issue in farming was clear cut: devalue the green pound or beef was going to go bust.

Statue plan
for Dowding

If there was sufficient public support for a statue of Air Chief Marshal Lord Dowding, leader of the Royal Air Force during the Battle of Britain, any application for consent to construct one would be sympathetically considered, Mr William Waldegrave, Minister for Environment, Country and Planning said in a written reply. He pointed out that it has been the policy of governments for more than 30 years not to sponsor further statues of the Second World War leaders.

Airships will
be quieter

After discussions between the Government and Airship Industries, the company has made modifications to its craft to make them quieter, Mr Michael Spicer, Minister of State for Transport, said in a written reply.

Further improvements to reduce noise levels were possible, he said, but they would take time. "I understand that the Government will not be returning this year."

Pensions Bill
introduced

A Bill to increase retirement pensions and to re-establish their link with average earnings was introduced by Mr Jeremy Corbyn (Islington North, Lab) under the 10 minute rule procedure. It was formally read a first time.

He said that his Elimination of Poverty in Retirement Bill would ensure that there were regular increases in pensions in line with rises in earnings.

Labour peers
take seats

Two new Labour peers took their seats in the House of Lords: Lord Peston and Lord Irvine of Lairg. Lord Peston, aged 55, formerly Professor Maurice Peston, is Professor of Economics at Queen Mary College, London University. Lord Irvine, aged 46, is a leading QC and former law lecturer specializing in industrial relations.

Link road

A decision on the link road between the A1 and the M1 is expected to be announced in the Easter recess, Mr Peter Bottomley, Under-Secretary of State for Transport, said in a Commons written reply.

Ministers attacked
over R & D cash

GRANTS

It was an appalling indictment of mismanagement by the Government that after a giveaway Budget, the research councils were virtually having to suspend all new grants for scientific research, Dr Jeremy Brey, Opposition spokesman on science and technology, told the Commons early today.

He said that, while the Government had made some extra money available to universities to meet salary increases, no extra money had been made available to the research councils for the same purpose.

"The Government must make available to the research councils the money needed in the current financial year. Otherwise they will have no alternative but to award virtually no new research grants for the next six months. And the effect will carry over into next year."

"Starting in October, the Medical Research Council will have to cut the new awards from the expected 500 to probably 190."

"The Times may be trying to buy its way back into respectability by its advocacy of a serious national strategy for research and development. But it is accurate coverage and sound policy. The rest of the media will catch up soon enough."

Mr Matthew Taylor (Truro, I) said that the Government was having to cover its pockets at having forgotten that the pay rise would affect research councils as well as the universities.

Mr David Cresswell (Canterbury, C) said that the Medical Research Council, of which he is a member, was facing a financial crisis.

"I cannot believe that Mr Kenneth Baker (Secretary of State for Education and Science) meant to ask the research councils to reduce their programmes to pay for these higher salaries."

"It will mean cutting back on research at the time when everybody knows we should be doing just the opposite."

If the same did fall, the MRC would be forced to stop all new projects until July, and from July onwards it would have to reduce such grants.

Mr Steven Norris (Oxford East, C) said that it was right to impose a degree of economic and financial discipline on the research councils, but he did not believe that it was realistic, at this short notice, to impose this kind of discipline on them this year.

Mr George Waldegrave, Under-Secretary of State, Department of Education and Science, said that he and Mr Baker had met all five heads of the research councils together last week.

"The Government has taken note of what they have to say and we shall consider this most carefully."

Japanese fail to write back

The Prime Minister had written to Mr Yasuhiro Nakasone, the Japanese Prime Minister, about his country's blocking British investment in Japan but had received no reply, Mr Alan Clark, Minister for Trade, said during Commons questions.

Mr Paul Channon, Secretary of State for Trade and Industry, had also written, on February 13, to Mr Kanasawa, chairman of Japan's telecommunications corporation, complaining about the blocking of investment by Cable and Wireless. He, too, had received no reply.

Mr Clark's revelation that Mr Channon's letter and Mrs Thatcher's of March 4 had both gone unanswered prompted a noisy response, laughter and ironic echoes of "Diplomatic incident" from the Opposition benches.

Mr Clark said he also knew that a number of senior members of the US Administration had written to the Japanese, on the same issue.

He was replying to Mr Michael Marshall (Arun del, C), who invited the minister to condemn the Japanese for blocking investment by Cable and Wireless.

Mr Clark said that this situation encapsulated Japan's attitude and the difficulty of breaking into its markets. The strong indignation being expressed by the Opposition was shared by the British Government, the EEC and the US. Action would have to be taken "in the fullness of time".

But there were very powerful restraints on retaliatory action in the GATT and the Treaty of Rome.

Mr Michael Hirst (Strathkelvin and Bearsden, C) wanted to know how many of the various undertakings contained in the Japanese action programme to facilitate access to Japanese markets for British imports had been honoured.

Mr Clark said that the Government was not in a position to say anything.

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Profligate
councils
scorned

RATES

Though many local authorities had clearly sought to restrain expenditure and to limit rate rises, others had chosen to pursue profligate spending policies at the expense of their ratepayers, Mr Nicholas Ridley, Secretary of State for Environment, told the Commons when he moved approval of the rate-support grant report for England for 1987-88.

The report, being considered with supplementary reports for 1986-87 and for 1985-86.

Mr Ridley said that the Government had provided a generous settlement for authorities. The aggregate Exchequer grant of £12,842 million was an increase of more than £1 billion, 9 per cent more than in the 1986-87.

Provision for local authority current expenditure, at £25,251 million, was 13 per cent more than last year. Those figures excluded the extra provision of £440 million and grant of £183 million which the Government had said would be made available for teachers' pay.

The settlement allowed non-rate-capped authorities to increase current expenditure by 5.25 per cent. When teachers' pay was taken into account that would allow education authorities to increase expenditure by 7.75 per cent.

Had authorities budgeted to spend at the settlement assumption, plus the allowance for teachers' pay, the average increase in rates would have been about 2.9 per cent.

But in aggregate authorities were budgeting for an increase in total expenditure of about 2 per cent more than provided for. That meant that rates would increase by about 6 per cent on average.

There were wide variations between authorities. In Conservative counties, precepts were going up 6.5 per cent on average. In Labour counties, they were up 8.7 per cent. In Lib-Lab pact counties, by 9.1 per cent. And in the Isle of Wight, they were going up 10 per cent.

Parliament today
Commons (2.30): Questions: Treasury; Prime Minister; Immigration (Carriers' Liability) Bill, remaining stages. Broad casting Bill, remaining stages. Lords (3): Motions on supplementary benefits orders, on livestock welfare orders and on the IBA. Patents (Amendment) Bill, report stage.

'Neglectful' authorities waste £200m every year

By Martin Fletcher, Political Reporter

Local authorities are wasting up to £200 million a year buying goods and materials because of poor management, the independent Audit Commission said in a report published yesterday.

Expenditure of that kind amounted to £3,000 million a year, making local government one of the biggest buyers in the country. However its management was neglected because it was out of the political limelight.

"The commission found worrying examples of waste in almost every step of the local authority supply chain", the report said.

"Different prices being paid by different departments for the same item, poor specifications, inappropriate contract arrangements, overstocking, bad store management and inappropriate delivery arrangements all appear with alarming frequency."

It cites examples of one council department paying four times as much to rent a photocopier as another de-

partment in the same council, an authority paying £100,000 a year more than a neighbour for building materials because it used telephone orders rather than written contracts, and "alarming cases" of storage of "completely redundant" stock.

A further £20 million could be saved by halving the £400 million of stock held by local authorities, the report said.

The commission, whose job is to promote economy and efficiency in local government, said that all but the smallest authorities should appoint a professional procurement manager and draw up a clear supplies policy.

Authorities should set up central supplies departments and co-operate with neighbouring authorities to obtain the advantages of buying in bulk.

The Audit Commission, Improving Supply Management in Local Authorities (Stationery Office, £4.20).



Mr Paul Riggott, managing director of Brass Band Instruments, and Mr Chris Waters, chief executive, on a winning note (Photograph: Nick Rogers).

When it took brass to blow up a storm in court

By Alan Hamilton

Two musical instrument makers have blown a note of cacophony into the normally euphonious world of brass, obliging a High Court judge to rule in a case of alleged euphonium piracy.

Mr Paul Riggott and Mr Chris Waters upset the firm of Boosey and Hawkes, Britain's

dominant manufacturer of euphoniums and other musical tubing, when they set up their own brass instrument company, Brass Band Instruments, at Southsea, Hampshire.

Boosey went to court, alleging that the newcomers were copying the old-established company's designs, and obtained an ex parte injunction

pending a full hearing.

But this week Mr Justice Hoffman removed the injunction. Having taken one of the offending euphoniums into his chambers for close and private examination - it is not recorded whether he was able to coax any Sousa out of it - the judge accepted for the time being BBI's defence that it was a copy of a 1905 instrument,

The judge ordered an inquiry to determine how much compensation Boosey and Hawkes should pay to BBI for the damage suffered to the new firm's business. The respite, however, may be temporary: Boosey and Hawkes could still take the case to a full trial. BBI accused Boosey and Hawkes of taking a shotgun to drive them out of the market,

partly because BBI instruments were up to 40 per cent cheaper.

Mr Waters, chief executive of BBI, who sold his rival's products before starting his own firm last year, said yesterday: "Justice has been done. We have tried hard to compete fairly with Boosey and Hawkes in the British brass band instrument market."

Questions slow down home sales

By Christopher Warman Property Correspondent

House buying could be speeded up if solicitors asking for buyers stopped asking unnecessary questions in their preliminary inquiries to the sellers, the Law Commission's conveyancing Standing Committee believes.

The committee yesterday published a booklet giving advice to conveyancers about the questions which should be asked and those which it considers to be wasteful.

The committee, set up by the Law Commission in 1985 to recommend changes in conveyancing to make it simpler, quicker and cheaper, says a buyer needs to be convinced there are no hidden traps before making a firm commitment.

"That is why these preliminary inquiries are essential. But in recent years they have multiplied to the point that too many are asked purely as a matter of routine. Replying takes time and adds to conveyancing costs."

The committee says both time and money can be saved by cutting out duplication. Buyers and sellers should employ professionals only when essential.

The Law Society said it was in favour of limiting preliminary inquiries.

Preliminary Enquiries: House Purchase (Longman: £4.95).

All-party pressure for Commons TV

By Martin Fletcher, Political Reporter

Eighty-five MPs, including 56 Conservatives and nine former ministers, have pledged support to an all-party group formed this week to campaign for the televising of the Commons.

At its inaugural meeting, Mr Merlyn Rees, the former Labour Home Secretary, was elected chairman, Mr Tim Rathbone, a former secretary of the Conservative media committee, vice-chairman, and Mr Austin Mitchell, a Labour MP and former broadcaster, secretary.

A further vice-chairman is to be chosen from the Alliance MPs and Mr Rathbone described the initial response yesterday as "very positive".

A 1985 vote on televising the Commons was lost by just 12 votes after a change of heart by Mrs Margaret Thatcher,

originally believed to have been in favour.

The all-party group thinks the poll decision was the result of fear of the unknown, and sees its task as the commissioning and dissemination of detailed research.

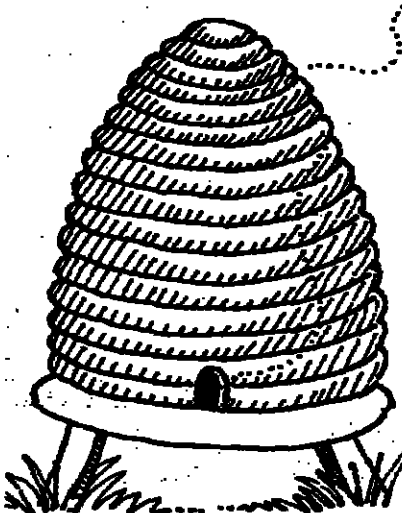
The BBC and ITV have prepared papers on the experiment in televising the Lords and the broadcasting of foreign parliaments for the committee's first full meeting on April 7.

Supporters of the group also include a large number of select committee members.

A second vote on televising the Commons cannot take place in this Parliament, but a vote could be held on televising committees and, if carried, the group believes that could allay MPs' fears about allowing cameras into the chamber.

The benefits of the IBM 6150 UNIX multi-user RISC-based Micro Computer, with 5.6 gigabyte memory 4.5 M.L.P processor and 16 megabyte RAM.

AS EXPLAINED BY A BEEKEEPER.



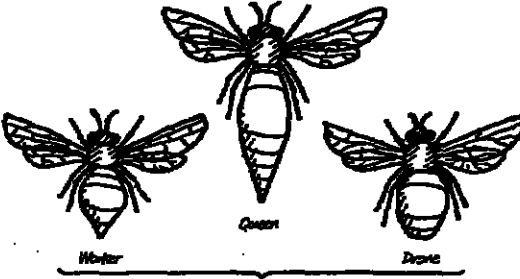
(fig. 1: A traditional skep.)

For so work the honey-bees, Creatures that by a rule in nature teach The act of order to a peopled kingdom. Shakespeare, Henry V, Act I, scene ii.

Observing the bees at work today it struck me that the humble hive has more to offer, more profit, less overheads and is run more efficiently than any business in the world.

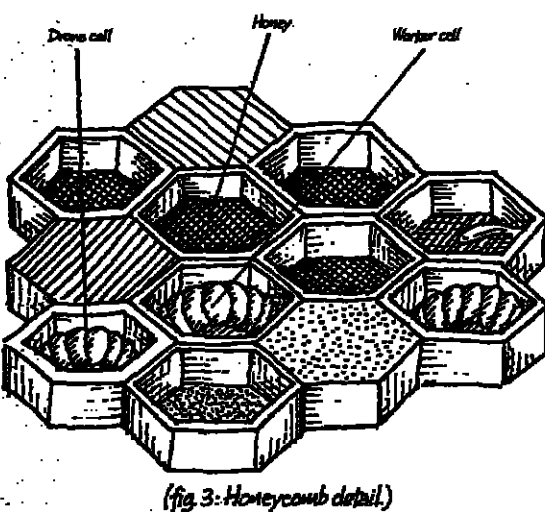
The IBM 6150 System creates the same effect by linking the various functions of a company together.

Judging by the way the bees cluster round her it's obvious that the Queen provides a centre of control at the heart of the hive. As Managing Director she delegates to both workers and drones.



(fig. 2: Apis Mellifera.)

Much the same way as an IBM 6150. It has a powerful database to provide access for multiple terminals, so different departments can interact miles apart (an improvement over the Queen bee who stays close to home).



(fig. 3: Honeycomb detail.)

The bees are drowsy in this heat so I was able to get a closer look at the thousands of honeycomb cells which store the hive's resources.

The 6150 has a rather more impressive disk storage of 5.6 gigabytes, enough for an entire company.

Even as I write, new cells are being built and filled as the hive grows.

With memory increased to 16 megabytes the 6150 also gives you plenty of room to expand.



(fig. 4: Bees always know the fastest route.)

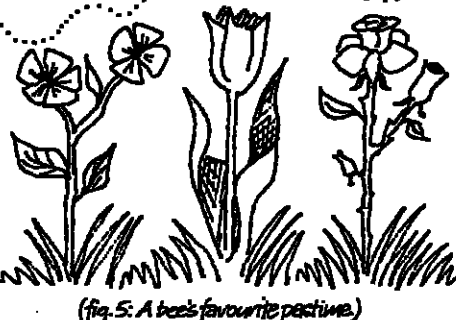
While pottering in the garden I noticed that contrary to popular belief bees do not buzz about aimlessly but always take the most direct route. They never stop to smell the roses unless there is nectar to be had.

With a 6150, data makes a beeline direct to your terminal due to reduced instruction set coding (RISC) which eliminates unnecessary paths in a computer.

Once a bee is on the scent of something good I think he becomes one of nature's swiftest creatures!

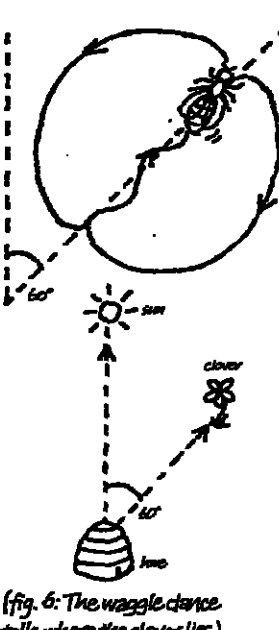
But nothing like as quick as the 6150 with a processor that sends information to you at 4.5 million instructions per second. A bee would approve.

From buttercups to borraghe the garden daily tempts the bees hither.



(fig. 5: A bee's favourite pastime.)

And as a bee flits from flower to flower, the compatible 6150 runs over 300 software programs from accountancy to graphic design because it runs AIX, an enhanced version of UNIX.



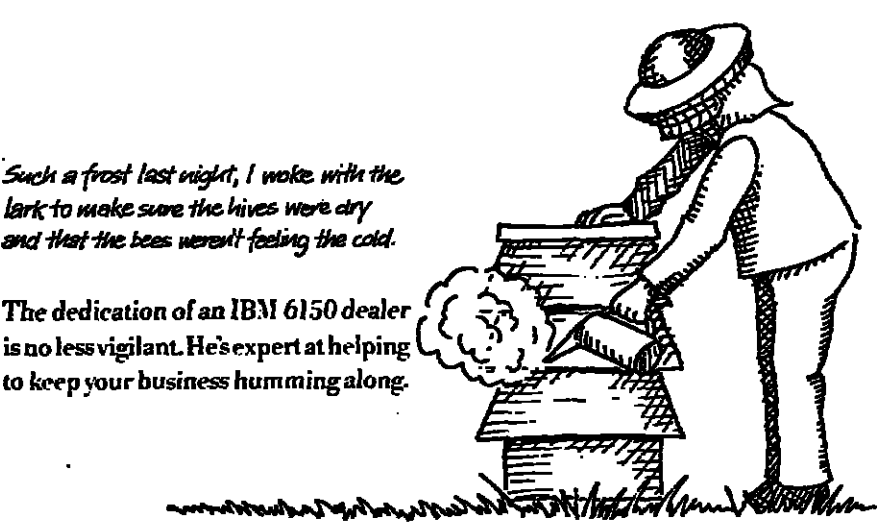
(fig. 6: The waggle dance tells where the clover lies.)

After weeks of waiting I was rewarded today by a rare glimpse of the waggle dance in full swing. For when a scout bee has vital news, like where a patch of covetable clover lies, he telegraphs the fact by wiggling his tail in a dance all the bees understand.

Bees can only buzz with other bees, but a 6150 with SNA and Ethernet communications can relay needed information to an entire network of computer users from PCs to mainframes, all at the same time.

This 'bee hop' was a call to action and within seconds the bees scrambled for take-off.

Similarly, the fast reaction of a 6150 means many tasks can be coordinated effectively between departments.



(fig. 7: An Apian at work.)

Such a frost last night, I woke with the lark to make sure the hives were dry and that the bees weren't feeling the cold.

The dedication of an IBM 6150 dealer is no less vigilant. He's expert at helping to keep your business humming along.

My greatest delight is tasting the first honey of the season. It fills me with renewed admiration for the teamwork of the hive.



(fig. 8: This year's surplus.)

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Nurse banned from house over colour

An Australian father-to-be refused to let a trainee midwife into his Sussex home because she was a foreigner, a court was told yesterday.

Mr David Roper was said to have told a midwife who was taking the Ugandan-born trainee on her rounds: "I'll let you in but not her."

The trainee, Mrs Ida Moyo, aged 23, told the hearing at Westminster County Court in central London: "He said he was colour prejudiced. He said 'she's coloured and I won't have any foreigners in my house'."

Mrs Moyo said she was "very distressed and upset" by the incident which happened when she visited Mr Roper's home in Hailsham, East Sussex, in October 1985. She had to wait in a car while midwife Brenda Adams went into the house to examine Mr Roper's wife, who was four months pregnant.

Mr Roper was found guilty of racial discrimination in a case brought by the Commission for Racial Equality under the Race Relations Act, 1976. Mrs Moyo was awarded costs out of public funds.

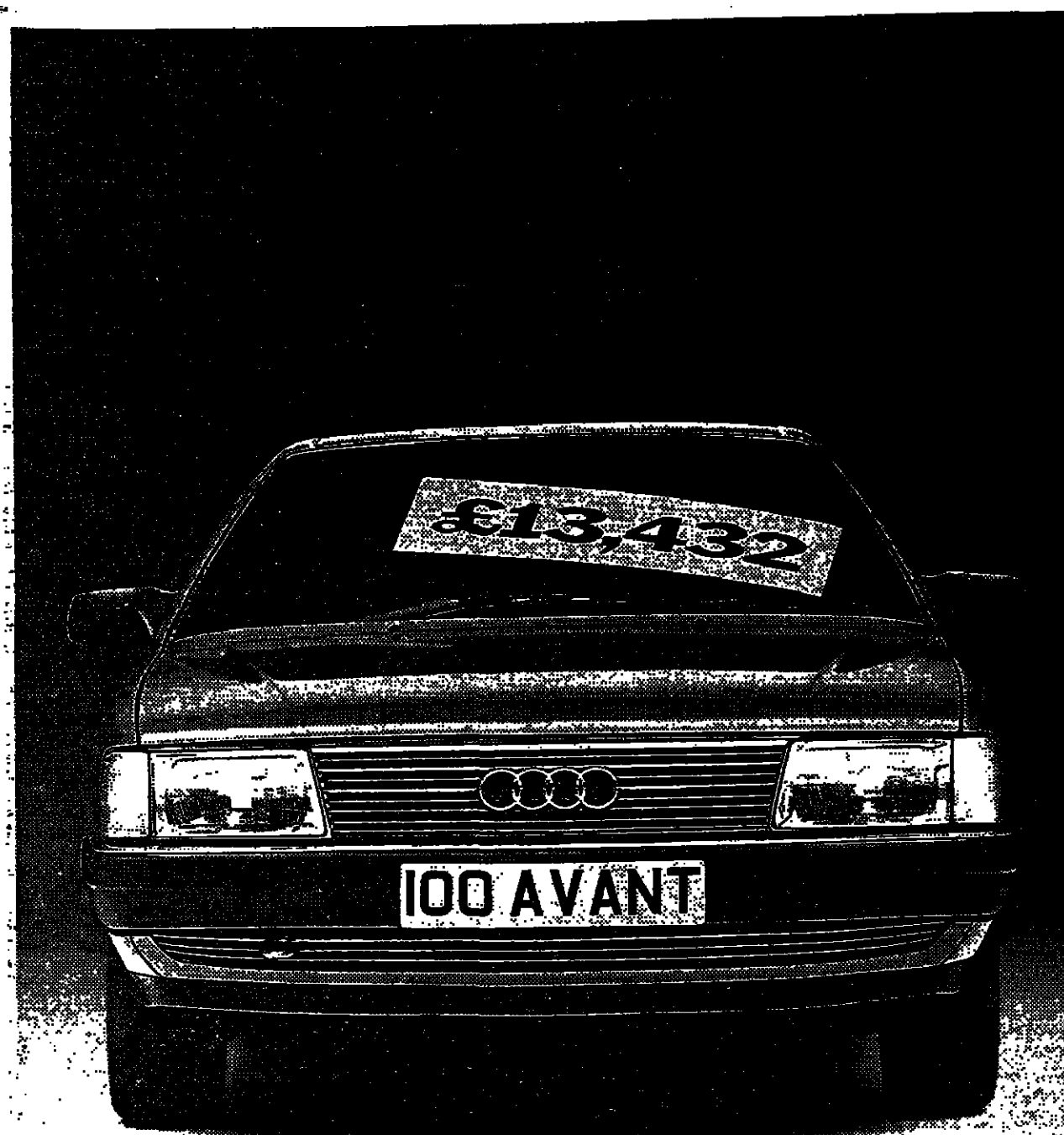
Mr Roper, aged 50, of Archery Walk, Hailsham, who has lived in Britain for 28 years, had told the court: "I'm not so much colour prejudiced, I just don't like Indians, Pakistanis and Arabs."

But he maintained that he refused to let Mrs Moyo into his house because she was a trainee, and not because of her colour.

Mr Kutson Menon, for the commission, said that Mrs Moyo was a qualified state registered nurse, part of whose training as a midwife was to accompany an experienced colleague on her rounds.

Instead, a midwife and another trainee, who was of German origin, were allocated to the case.

Mrs Moyo, of Cromer Way, Hailsham, who has an Egyptian father and English mother, came to Britain when she was aged three.



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Maybe the Volvo is less well-equipped?

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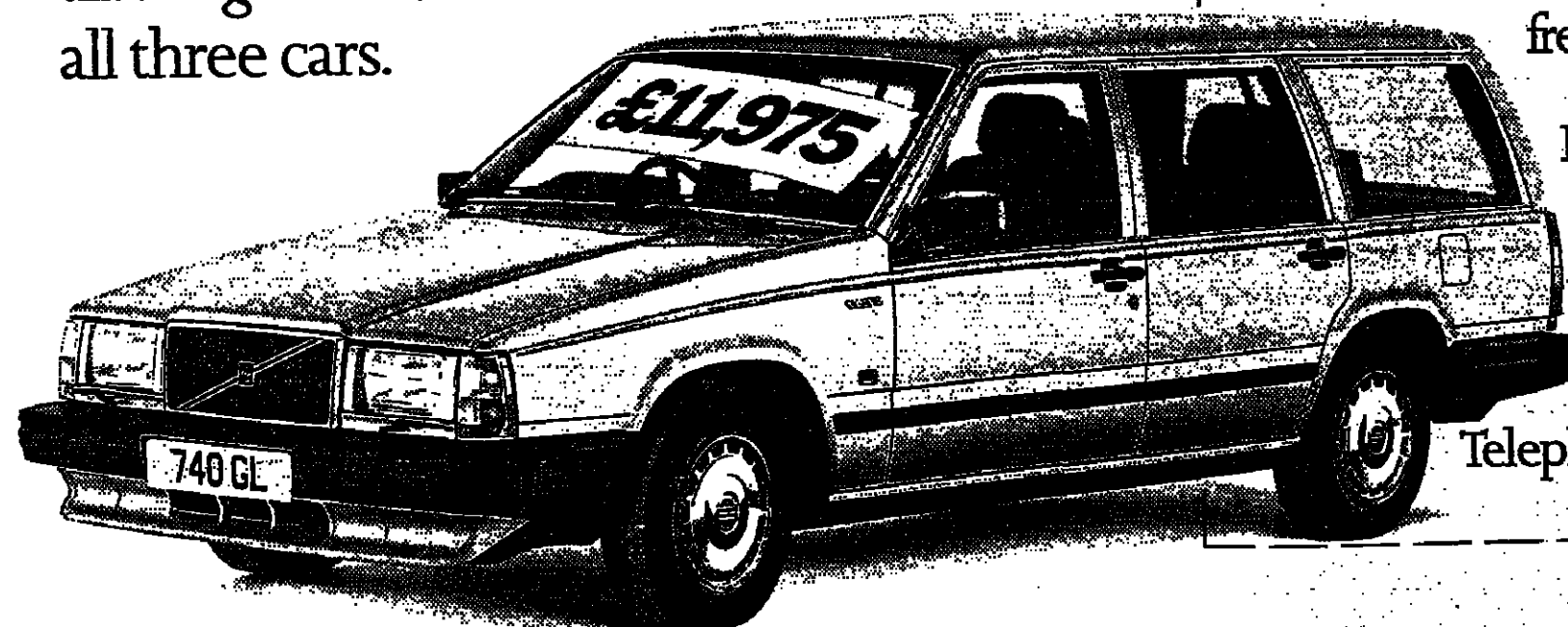
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WORLD SUMMARY

Hong Kong to review reform

Hong Kong (Reuters) - The Hong Kong Government said yesterday that it had set up an independent body to gather public opinion on political reform before the transfer of power to China in 1997.

A political review would be completed before the end of October and its findings would be made public, a Government spokesman said. It would determine the form of political change for Hong Kong, which faces a critical decade before the handover, called for under the 1984 Sino-British accord.

The Government had considered various options, including hiring an unofficial agency, but decided to set up an independent survey office headed by a senior official, the spokesman said. All citizens of the British colony would be able to express their views by writing to the survey office.

200,000 carpeted

Moscow - The Soviet State Prosecutor, Mr. Aleksandr Reznikov, disclosed yesterday that during 1986, some 200,000 Soviet officials were disciplined by the authorities for abusing their professional responsibilities. (Christopher Walker writes)

The sheer number of officials involved took Western diplomats by surprise. Mr. Reznikov told Pravda many officials in the Interior Ministry and prosecution bodies had been sacked for "impermissible methods of conducting investigations".

Race film to be seen

Johannesburg - The controversial documentary film, *Witness to Apartheid*, which has been nominated for an Oscar at next Monday's Academy Awards ceremony in Los Angeles, has been approved for showing in South Africa. (Michael Horvath writes)

It was shot in colour in black townships in 1985, and shown in Britain last year. It paints a highly critical picture of South African police behaviour, and was originally banned by Pretoria.

Casey the fund-raiser

Washington - Mr. William Casey, the former Director of the Central Intelligence Agency, was named yesterday as the apparent driving force behind the Reagan Administration's efforts to raise millions of dollars from wealthy Americans and private fund-raising groups to arm the Nicaraguan Contras. (Christopher Thomas writes)

Mr. Casey is critically ill with a brain tumour and may never testify to congressional committees investigating the Iran-Contra affair.

Doe ousts minister

Monrovia (Reuters) - President Samuel Doe has demoted his Finance Minister in a Cabinet shuffle affecting key economic posts only weeks after the United States appointed experts to help bankrupt Liberia overhaul its financial system.

A presidential decree said Mr. Robert Tuhman was replaced on Tuesday by Mr. John Bestman, the former Governor of the National Bank. Mr. Tuhman had given priority to meeting payments on Liberia's \$1.2 billion (£750 million) external debt.

US holds Marine

Washington - A second US Marine has been arrested on suspicion of possible involvement in espionage-related activities while serving recently at the US Embassy in Moscow, a Defense Department spokesman said. (Mohsin Ali writes)

The arrest of Corporal Arnold Bracy followed the investigation of Sergeant Clayton Lonetree, recently charged with espionage while serving as a Marine guard at the Moscow and Vienna embassies. His Moscow tour overlapped with Corporal Bracy's.

Jobs boost for women

Washington - The Supreme Court ruled yesterday that an employer may promote a woman over a more qualified man to help get women into higher ranking jobs. (Christopher Thomas writes)

By six votes to three the justices ruled against a man who was denied promotion by the Santa Clara County Transportation Agency in California.

Television pastors outpace the soaps

From Charles Bremner, New York

America's best current soap opera has everything - sex, drugs, blackmail, millionaires, greed and ransom demands. The heroes are not fictional, but powerful television pastors. Fantasy, however, seems to play a big part in the plot.

First there was Mr. Oral Roberts, the electronic evangelist who runs a flourishing ministry from Oklahoma. He has been locked in a race against the devil since he told his 1½ million-strong television flock in January that God had threatened to "call me home" if he failed to raise \$4.5 million (£2.8 million) for missionary work by March 31. Just as Mr. Roberts was meeting his divine deadline,



Mr. Jim Bakker: victim of a "diabolical plot".

thanks to gifts from the faithful that included a \$1.3-million cheque from a Florida dog-track owner, the nation's attention was seized by confessions from another big-time video preacher who unleashed a barrage of fire and brimstone against a rival.

Last Friday, Mr. Jim Bakker resigned from the PTL television-based ministry which he and his wife, Tammy Faye, have built up over the past 13 years with a weekly broadcast purveying health and happiness from a hacienda-style set in South Carolina.

With trembling voice, he said that he had been "wickedly manipulated by treacherous former friends" who had "conspired to betray me

into a sexual encounter" with a church secretary, aged 21, in Florida in 1980. Spokesmen have since said the dalliance lasted 15 minutes - and the temptress has been pouring her heart out to the New York tabloids.

To make matters worse, Mr. Bakker, aged 47, confessed that he had paid out \$115,000 to buy the lady's silence. He handed control of his \$130 million-a-year empire to the Reverend Jerry Falwell, the fundamentalist who mobilized the religious right in the early 1980s with his Moral Majority movement.

Mr. Falwell already heads his own television operation, based on his "Old-Time Gospel Hour", estimated to bring in \$100 million a year. The addition of PTL, which stands for "Praise the Lord, or People that Love", makes him the owner of a \$230-million religious conglomerate, with a potential following of an estimated 50 million born-again Christians.

Mr. Roberts, now fasting up to his deadline in a luxurious "prayer tower" in Oklahoma, passed on his sympathies, calling Mr. Bakker a true "prophet of God".

The affair turned into holy war this week when Mr. Bakker appeared on television and claimed he was the victim of a "diabolical plot". "We learned that there was going to be a hostile takeover of the PTL ministry. The complete game plan of those enemies of PTL fell into our hands."

On Tuesday, Mr. Bakker's New York lawyer identified the villain as Mr. Jimmy Swaggart, a fellow Assembly of God minister and director of his own multi-million dollar empire based in Louisiana.

"You will bring down the pillars of the temple on your own head like Samson," the lawyer warned Mr. Swaggart. The affairs are likely to be most damaging for Mr. Pat Robertson, an influential preacher who is trying to run for the presidency as the voice of the new Christian right.

Tough talking ahead in US and Russia for British leaders

Reagan ready to turn down Kinnock's defence policy

Moscow produces a softer image of the 'Iron Lady'

From Philip Webster, New York

Fears that the Labour Party's defence policies could increase pressure for American troop commitments in Europe to be reduced will be voiced to Mr. Neil Kinnock on his short visit to the United States starting today.

The Labour leader, who steps off Concorde in New York to deliver a speech warning against the dangers of protectionism to the American European Community Association, faces a polite but firm rejection of his party's non-nuclear stance from President Reagan.

Although Mr. Kinnock is determined to spell out details of Labour's policy and his differing approaches to the various systems which make up the nuclear defence based in Britain, Mr. Reagan's line will be that the whole package of Labour's policies is unacceptable to NATO, it was confirmed yesterday.

Mr. Kinnock will receive a hostile reception to his policy. The White House view is understood to be that his recently disclosed willingness to allow cruise missiles to remain in Britain pending a superpower deal to remove all intermediate forces from Europe is welcome, but only so far as it goes.

It believes that because the decision to deploy cruise was taken by NATO, the fate of the missiles should equally be determined by the defence alliance.

Mr. Reagan is expected to voice particular concern over



With arms reductions in the wind, West German Colonel Joachim Hornig (right) and East German General Gerhard Kunze were attending joint Soviet-East German army exercises, the first time West German observers have watched manoeuvres on East German territory.

Labour demands for Poseidon submarines to be removed from Holy Loch in Scotland and for F-111 aircraft based in Britain to be stripped of their nuclear role.

Tomorrow's meeting between Mr. Kinnock and the President takes place against the background of growing US concern about the tendency towards isolationism increasing in America.

There are protests about the fact that the European allies spend a much lower percentage of their gross national product on defence than the Americans and there have been calls, which Mr. Reagan is determined to resist, to cut the budget deficit by reducing spending on European defence efforts.

In his speech today, Mr. Kinnock will deliver a call for

a new Bretton Woods agreement for a co-ordinated expansion of international trade and will warn of the dangers of costly trade wars following a lurch into protectionism.

Later he will meet Mr. Bill Bradley, sponsor of the Congressional Summit on debt and trade, and Mr. John Tower, chairman of the

From Christopher Walker, Moscow

Although Mrs. Thatcher is still known as the *Zheleznaia Dama* (the Iron Lady), the enthusiastic Soviet preparations for her arrival here on Saturday have shown that she is regarded with more respect than when the sobriquet was first coined in 1975 by the Soviet armed forces newspaper, *Red Star*.

Yesterday, the weekly *Literaturnaya Gazeta* devoted more than half a page to a not unsympathetic portrait of the British Prime Minister, which diplomats said was unprecedented in the run-up to such a visit by a Western leader.

Novosti, the Moscow news agency, also organized a special two-hour briefing on the visit for British correspondents which was out of step with usual practices.

Meanwhile, the British Embassy was being much more reticent, flatly refusing to confirm that Mrs. Thatcher would meet Dr. Andrei Sakharov, the civil rights campaigner, or other dissidents. But the spokesman, who was unveiling the Prime Minister's official programme, did reveal that the daily briefings by Mr. Bernard Ingham, the Downing Street press secretary, would take place in the unfortunately named "Fairy tale room" of Moscow's Intourist Hotel.

Soviet readers were informed approvingly that the daughter of the Mayor of Grantham does not belong to either "Britain's landed aristocracy or traditional ruling élite," that she has barred all red dresses from her wardrobe and wears only blue or black on official occasions;

that she is fiercely pro-American and pro-nuclear; and has a high regard for "strike breakers."

The lengthy profile portrayed Mrs. Thatcher as a compulsive hard worker, who nevertheless takes time off from her punishing schedule to cook her husband's breakfast. Although still referring to her as "The Iron Lady," it said that she had recently softened her image with warmer cosmetics.

During the special briefing, Mr. Aleksandr Ignatov, a leading Soviet political commentator, told the assembled British newsmen that to be "an Iron Lady" was no bad thing. He said that the term was still applied to Mrs. Thatcher because she had announced her intention of undertaking her visit "from positions of strength."

Mr. Georgy Fedashin, the vice-chairman of Novosti, said that the Soviet Union did not only value its relations with Britain, it also "cherished" them.

The description of Mrs. Thatcher as the "Iron Lady" was an exception, he said, because in the Soviet Union it was not usual to give foreign leaders nicknames "whatever the ideological differences."

The tone of the official commentators reflected the opinion often expressed by ordinary Muscovites, who say that strong leaders are well respected in the Soviet Union, be they in the Kremlin or at the head of a foreign government.

"It is something that Mr. Gorbachev and Mrs. Thatcher have in common," one said.

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Farm policies danger casts cloud over 30th anniversary festivities

EEC warned of new surplus threat

From Richard Owen
Brussels

At the end of a three-day public inquiry into EEC food surpluses at the European Parliament yesterday Mr Elio Veltri, the Dutch Socialist Euro MP chairing the inquiry, said that unless the Common Agricultural Policy was reformed soon the existing food mountains would be supplanted by new ones and the EEC's agricultural spending problem would worsen.

The inquiry, the first of its kind, is an attempt by the European Parliament to ex-

pose EEC issues by holding congressional-style hearings. It heard evidence this week from EEC farmers and consumer groups, American and Australian trade representatives and ambassadors to Brussels from Third World countries including India and Argentina.

Mr Veltri gave the current EEC food stocks as 1.4 billion tonnes of butter, 1.3 billion tonnes of milk powder, 515,000 tonnes of beef and 16 million tonnes of cereals.

Mr Frans Andriessen, the Farm Commissioner, told the

inquiry the EEC intended to dispose of the surplus through sales on the world market, food aid to the Third World and cheap food for pensioners and the needy within the EEC.

But he agreed with MEPs that it was vital not to create new food mountains after disposing of existing stocks.

The Hon James Elles, Conservative MEP for Oxford and Buckinghamshire, suggested to Mr Andriessen that there should be a trigger mechanism for controlling surpluses, with EEC guar-

anteed purchases of foodstuffs suspended once EEC stocks had risen above a "normal" level. Mr Andriessen welcomed the idea, but said it was difficult to define "normal" stocks.

Mr Elles and Mr Edward McMillan-Scott, Conservative MEP for York, said they had written to Mr John Gummer, the Junior Agriculture Minister, suggesting that Britain should extend its recent "cold spell" disposal of cut-price EEC food from storage and make it a year-round "food bank" of the kind which

operates in both Belgium and France. Mr Gummer had replied that this was not a matter for the Government but for charities.

EEC farm ministers meet in Brussels next week to try to agree on this year's farm price proposals.

Officials fear that West German, French and other farm ministers are having second thoughts about dairy and beef reforms agreed last December, and are increasingly unwilling to implement them because of the effect on farmers' incomes.

Celebrations recall a solid marriage in Rome

From Roger Boyes
Rome

In truth, it was more like a 30th wedding anniversary than a birthday as political leaders, most of them greying and given to anecdote, gathered in Rome to celebrate the birth, 30 years ago yesterday, of the European Community.

There was a degree of disappointment, a kind of tired surprise that the EEC had survived so long, and audible uncertainty about where to go next. Many European figures, including Mr Edward Heath, arrived and left before the birthday proper.

There was, however, a surplus of family faces to make up for their absence. But the only signature of the original Treaty of Rome who managed to attend was M Maurice Faure of France, European Commissioner

abounded as did celebratory cocktail parties.

The life and soul of the party was unquestionably M Jacques Delors, the President of the European Commission, who tried, as one Western diplomat put it, to insert some "meat into the sandwich" by raising the sticky problem of European defence.

He was at his most candid at a dinner party on the eve of the birthday. After the aperitif, he held up a copy of the Treaty of Rome with theatrical aplomb. "Anyone who says we can't discuss defence hasn't read this," And he recited the relevant two paragraphs.

"The leaders of the Community not only may but must concern themselves with these problems," he said. "It is useless to hide behind the West European Union, implying that it is the only organisation equipped to talk about defence."

The gist of his argument is that the EEC should work out what nuclear disarmament means in terms of higher spending on conventional arms and adopt a European stand on Mr Mikhail Gorbachev's nuclear proposals.

M Delors' idea is that some EEC partners could hold a secret session before the Venice economic summit on June 8 and work out the security issues facing Europe.

Belgium, he said, was against telling its people that nuclear disarmament could cost them more. "They would prefer that the Americans supply such arguments". He said he could understand if Ireland, a neutral member of the European Community, would want to stay out of security discussions. But despite the differences there had to be talk sooner rather than later, he said.

Certainly most of the

greying European politicians attending the Rome celebrations agreed that the next step forward must be in the realm of European defence. But quite where or how remained obscure. Other milestones, they said, would come in the expansion of the European Monetary System (to include Britain) and in reform of agricultural policy. But these were familiar times.

EEC importance: Mr Heath said yesterday that Britain's entry into the EEC was its most important peacetime decision in centuries (Andrew McEwen writes).

At a celebration in London he said: "The Community has been an outstanding success. There is no doubt about it." Mr Heath, who in 1972 signed the Treaty of Accession making the UK a member, called for wider festivities, suggesting that the wine lakes should be allowed to flow.

Mr Heath said the occasion merited recognition on the scale of Queen Victoria's diamond jubilee.

He strongly welcomed signs that Europe was again considering a joint defence policy.

PARIS: France yesterday celebrated with a ceremony at the Arc de Triomphe, where President Mitterrand and the Prime Minister, M Jacques Chirac, each laid a wreath at the tomb of the unknown warrior in acknowledgement of the fact that the construction of Europe was born from the horror of "war, suffering and deportation" (Susan MacDonald writes).

The length of the Champs-Élysées was bedecked with the flags of the 12 EEC nations and that of the Community. The ceremony ended with the playing of part of Beethoven's Ninth Symphony, which has become the European anthem.



A French child waving the EEC flag during yesterday's celebrations in Paris of the organization's 30th anniversary, which included a wreath-laying at the Tomb of the Unknown Soldier by President Mitterrand and M Jacques Chirac, the Prime Minister.

Attack on British base

German police hunt owner of bomb car

From John England, Bonn

Police investigating the car bomb explosion at a British Army officers' mess in West Germany on Monday are trying to trace the owner of a red Volvo that was blown to pieces by the blast.

The car was one of three at the centre of the explosion at the British and Nato headquarters at Rheindahlen which injured 31 people. While the German police know who owned the other two cars, they have been unable so far to locate the owner of the Volvo.

Herr Alexander Brechtel, spokesman for the Federal Public Prosecutor's office in Karlsruhe, said yesterday: "We are not saying that the car, or what is left of it, is a hot clue. But we are very interested in finding its last owner."

About 70 German policemen yesterday were combing the wooded area around the mess for parts of the wrecked car. The police hope to find pieces with serial numbers on them that will help trace the owner, if he is German, through the central computer at the national vehicle registration office in Flensburg, north Germany.

Only four Britons were hurt in the blast outside "E" mess where German officers were giving a farewell party for two

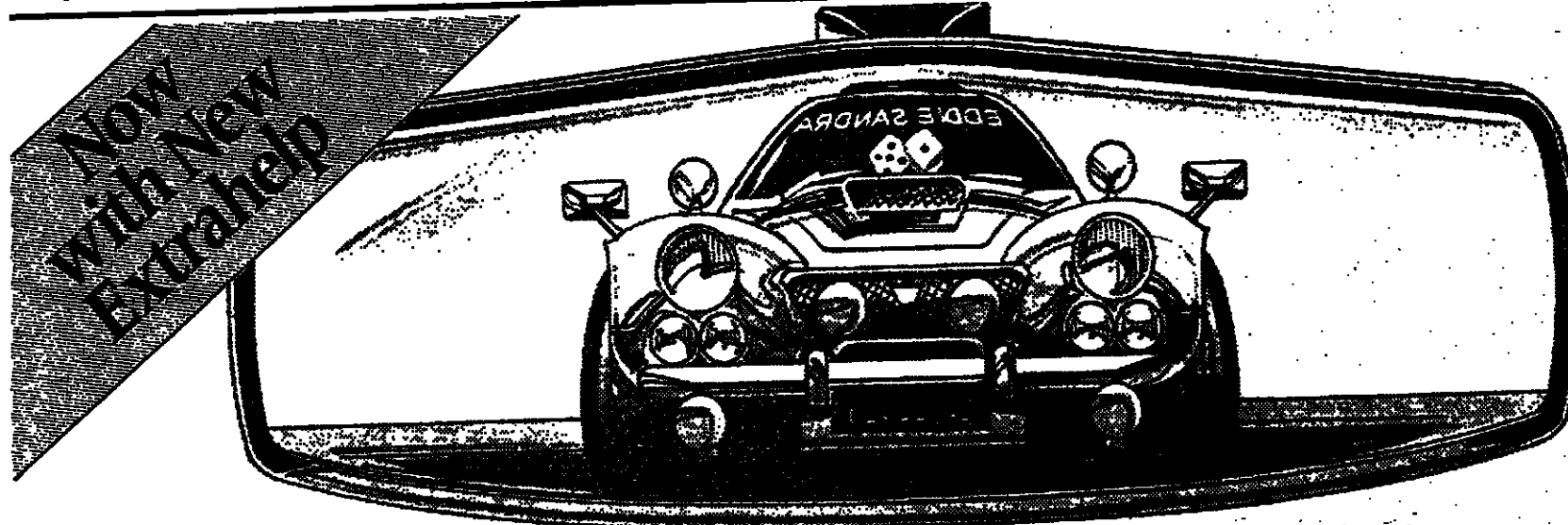
colleagues who were completing their tours of duty at the headquarters of Nato's Northern Army Group. The rest of the victims were German.

One of the Britons, a woman mess employee, and six Germans were taken to hospital suffering from cuts, bruises and shock. The British woman and two of the Germans were still in hospital yesterday. Their condition was said to be satisfactory.

A West German source reported yesterday that there was a bomb scare at a German military airport at Cologne-Bonn airport on Monday evening — only a few hours before the Rheindahlen attack — as Mrs Thatcher was about to fly back to London after talks with Chancellor Kohl in Bonn.

The source said the driver of the British Ambassador, Sir Julian Bullard, noticed a cable hanging underneath his Rolls-Royce and alerted security men. They feared the cable might be a bomb fuse, the source added, and immediately cleared the area.

But the "fuse" turned out to be a loose wire from the car's radio, the source said. A British Embassy press spokesman declined to comment on the report.



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González faces censure amid union rebellion over economic policies

From Richard Wigg, Madrid

Señor Felipe González, Spain's Prime Minister, faces the first censure motion against his Socialist Government today as a row with the hitherto pro-Socialist General Workers' Union, the Spanish equivalent of the TUC, reached new heights.

The censure motion spells no real danger for the Government whose 184 MPs will swamp the 68 of the Popular Alliance, the chief opposition party. But it will be an irritation.

Señor González, speaking out during a week which is witnessing the broadest protest movement against his Government's economic policies since the current discontent first surfaced, hit back at a press conference on Tuesday claiming that no government anywhere in the world was doing more, or could do more, for the working classes.

But he emphasized the damage that industrial unrest and outbreaks of violence did to Spain's image abroad, praised the police forces, and warned that all demands could not be satisfied at once because of Spain's economic adaptation to EEC entry.

In reply, the General Workers' Union told him that the government policies satisfied only captains of industry and bankers, and it accused the ruling party of seeking confrontation, instead of dialogue, with organized workers.

Señor Nicolás Redondo, the

veteran Socialist trade union leader, has now become the *bête noire* of the Prime Minister and Señor Alfonso Guerra, his deputy, who began to see him as a dangerous rival every time he harks back publicly to the authentic values of socialism and insinuates that they have been converted to "adding with the bosses".

After triumphantly winning a second four-year term at last June's general elections, Señor González is finding that part of his party's traditional power base among the organized workers is being eroded.

The Government's appeal for wage increases to be kept this year to around 5 per cent has suddenly captured the



Señor González: losing part of his union power base.

popular imagination as a drawing of the battle lines.

It is the approach of local and regional elections in June which explains both the censure motion put down by the Opposition and the interest of the Communists in exploiting the labour unrest, as well as widespread disillusionment with the Government's record in office.

The censure motion will allow Señor Antonio Hernández Mancha, the new leader of the right-wing Popular Alliance, to challenge Señor González directly as the country's potential alternative prime minister.

"Señor González is now a spent force and has nothing more to do or say," the ambitious 35-year-old party leader asserted.

This week's three-day strike in the Socialist stronghold northern coal and steel region of Asturias, called to resist government plans to restructure state-owned inefficient coal mines, has managed to unite the Socialist Miners' Union with the Communist-run Workers' Commissions.

The students' strike against university teaching programme reforms, is also a challenge to the Education Minister, accused of authoritarian ways. Tomorrow the week's protests reach a climax when ground crews of Iberia, the state airline, and of the domestic airline are due to go on strike with railway workers in protest at the Government's wage restraint demand.

Church protests mark national day in Athens

From Mario Modiano, Athens

The leadership of the Orthodox Church and the Socialist Government celebrated Greek Independence Day at separate ceremonies yesterday for the first time in 160 years, as the rift between them widened and the clamour for a Church-State separation became more audible.

The country's 78 bishops abandoned their provincial sees and 78 of them joined Archbishop Seraphim, the Greek primate, in boycotting the traditional doxology at Athens Cathedral. It was a protest against the Government's draft Bill on church property which they oppose on the ground that it brings party politics into the Church.

Leaving a resident priest, Father Elias Drosinos, to conduct the cathedral service for the benefit of the President of the Republic and the Government, the prelates gathered in the Church of St Panteleimon, less than two miles away, for their own Independence Day liturgy.

Thousands of church supporters massed in the suburban church, the largest in the country with capacity for 7,000 worshippers, to cheer the Archbishop with cries of "Axios, axios" (Worthy, worthy!) and hear fiery sermons condemning the Government's action.

They were in a militant mood and when two policemen tried to unplug outside loudspeakers, the crowd mobbed



A policeman arguing with a Greek Orthodox bishop after the Church staged its own Independence Day celebrations.

and set about them. Shaking fists and umbrellas and chanting "Hands off our Church", they managed to turn back two battalions of police reinforcements.

The scuffles were not serious but they illustrated the ugly mood generated by the dispute over the Church Property Bill.

The Union of Greek Clergymen, which supports the church leadership, is holding a protest rally in central Athens today.

The Greek Church declares that it is willing to give away 320,000 acres of land owned by the monasteries directly to landless farmers and not, as

the Bill provides, to the party-controlled farm co-operatives. Its main objection, however, is to the Bill's provisions bringing its valuable urban property under the direct control of appointed or elected lay majorities in church councils. It urged the Government to withdraw the Bill and renegotiate it.

The Orthodox Church, which under the Constitution has an official standing in Greece, prefers not to lose its privileged position, although its spokesmen insist that if it comes to that, 97 per cent of the Greek people who are baptized in the Orthodox Church, should be consulted, presumably by referendum.

Kaunda says sanctions issue not threatening Commonwealth

From Paul Valley, Lusaka

The threat to the continuing existence of the Commonwealth has receded, according to President Kaunda of Zambia, largely because the British public has made it clear that it does not support the view of the Thatcher Government on the issue of sanctions against South Africa.

Last year, Dr Kaunda threatened that Zambia and possibly other countries might leave the Commonwealth if Britain persisted in its opposition to sanctions. The possibility that Britain might be expelled was also mooted. But now, in an interview with *The Times*, Dr Kaunda has announced a softening of attitudes.

"In view of what countries like Australia, Canada and New Zealand — the white Commonwealth — have done

and above all what the people of Britain have been doing, that danger has receded," he said, speaking in a wide-ranging interview in the garden of State House.

In Britain, as in the US, the labour movement, churches, university dons and their students had clearly demonstrated their support for the black Commonwealth countries. "I thank the British people who have made Barclays Bank withdraw from South Africa. I hope many more are going to withdraw. The Anti-Apartheid Movement has done a good job there. The Government, of course, like the Reagan Administration, stands aloof."

Dr Kaunda criticized the attitude of the British and American governments which, in trying to postpone action against apartheid,

risks a much more violent result when South Africa eventually explodes.

"I pray those governments will move quickly. They say: 'We want platinum and gold and we don't want to get this from the Soviet Union'. What short-sightedness. It's incredible that governments cannot see the danger of this approach."

"I'm saying that we don't want to destroy the economy in South Africa. We want it; we need it, but it will not be there; nothing will come out of South Africa if we allow this explosion to take place. If they don't move they will live to regret their inaction."

Dr Kaunda, who is chairman of the frontline states, denied that those countries were backing away from imposing sanctions themselves. The boycott of coal, iron, steel and air travel

agreed last August would be implemented, he said, though he could not announce a timetable.

"We are doing that now slowly but very effectively and quietly. I think we are succeeding."

On the question of the debt and foreign exchange crisis which is paralyzing the Zambian economy, Dr Kaunda said that last week's talks with the International Monetary Fund had ended well and were now continuing in Washington.

The Government was trying to expand the economy. It had brought in companies like Heinz, Heineken and Premier Milling to revitalize ailing nationalized corporations. But it had to maintain a balance in the mixed economy.

Internal opposition to Dr Kaunda's approach is more

vocal now than it has ever been. He is publicly attacked in Parliament by the business community for jeopardizing the fragile economy with talk of sanctions.

He is criticized within the party for betraying its socialist principles in dealing with the IMF. He is unpopular among the very poor who see spending cuts in vital areas.

Observers describe it as Zambia's worst political crisis since independence. "If you've got two million people without jobs that's dynamic, I accept that. I'm not underestimating the anger of the people, or their frustrations with the economy but they know well that no Government would have done better. We have a difficult situation simply because of the economy and come improvement in the economy these frustrations will disappear."

Kenya swoops on illegal tourists

From Alastair Matheson, Nairobi

Several foreign tourists, including some Britons, have been arrested in the continuing swoop on foreigners illegally in Kenya which President Moi ordered last week.

Foreigners who overstay their entry permits have been either ordered to leave the country immediately, given nominal fines or jailed briefly before being deported.

Some tourists living in low-cost hotels in Nairobi and elsewhere have complained of being awakened in the middle of the night and taken to police stations to have their travel

papers scrutinized. However, most foreigners, or aliens as they are officially described in Kenya, are Ugandans and Tanzanians, many of them women. In one day alone 600 Ugandans appeared in a Nairobi court.

Witnesses have reported seeing special coaches on Kenyan trains bound for the Ugandan border with signs reading "Reserved for Uganda vagrants". Security police guard each coachload.

The crackdown has prompted the appearance of robbers pretending to be police who

demand entry into houses and harass innocent residents, usually taking money and valuables.

Tanzania is showing concern over the expulsion of its nationals from Kenya. According to the official Tanzanian news agency, Shihata, the Minister for Home Affairs, Brigadier Muhidin Shimeza, said Kenya had not consulted his Government over the operation. He emphasized that repatriation should be carried out as humanely as possible, and "without humiliation".



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WE CAN WORK IT OUT

Hu reappears beside Zhao at Peking national congress

From Robert Gries
Peking

Mr Hu Yaobang, the ousted General-Secretary of the Chinese Communist Party, appeared yesterday at an important congress in the Great Hall of the People seated close to Mr Zhao Ziyang, his successor.

Inside the hall Mr Hu, who was dismissed from his post on January 16, walked briskly into the main auditorium to the crackle of applause from spectators.

The occasion marked Mr Hu's first public appearance since his political downfall. He took a seat in the second row of the rostrum that was only one chair away from Mr Zhao's seat.

In his keynote speech to the 2,719 delegates attending the first session of the Sixth National People's Congress, Mr Zhao spoke of the dangers of economic growth that was too quick and urged a resolute fight against "bourgeois liberalization."

"The more haste the less speed," he said of the country's economic development.

Speaking about Western influences he remarked: "We oppose the erroneous tendency of idealizing bourgeois freedom and democracy."

Mr Zhao's "Report on the

work of the Government" emphasized political stability and steady economic growth in the country. "Long-term stability is the common aspiration of our people, as well as a basic policy of our state," he said, "and we are convinced that this objective will be attained."

His speech, which focused on developments during 1986 and goals for 1987, took two hours to deliver.

Before Mr Zhao's speech thousands of Chinese had gathered in Tiananmen

square to watch sleek Mercedes and Red Flag limousines take scores of party officials to the hall.

Other important figures in attendance included Mr Li Peng, Mr Wan Li and Mr Yao Yilin, all of them Deputy Prime Ministers, and Mr Hu Qili, a Politburo member.

Mr Zhao's speech was generally upbeat in tone, and listed the economic successes of the past year, including a 7.4 per cent rise in national incomes and a 9 per cent

increase in China's gross domestic product.

Mr Zhao said that more productivity could be wrung from the agricultural sector, that investment in fixed assets must continue to be curtailed, and that China's industrial sector must be more rationally structured to promote greater efficiency.

He served warning that economic growth must not be pursued too quickly because this could lead to inefficiency, a drop in productivity and big budget deficits.

Mr Zhao acknowledged that in recent years efforts to correct the imbalance between consumer goods and capital goods had led to too much consumerism in China, which could ultimately "corrupt social morality". His prescription was to increase both consumption and production more gradually and evenly.

He also castigated the country's bureaucracy. "Great efforts are called for to eliminate such defects as organizational overlapping, overstaffing, low efficiency, bureaucratism and unhealthy tendencies on the part of government personnel."

But the Prime Minister also emphasized the benefits of Mr Deng Xiaoping's economic reforms. "The market of manufactured consumer

goods was brisk and flourishing, with most goods in normal supply and demand."

Mr Zhao defended the reformers' factory manager system. Draft legislation which would have made the system a national regulation was withdrawn from the congress's agenda last week because of continuing disagreements over its efficacy.

Another key scheme championed by the reformers - the implementation of a civil legal code - was highlighted by Mr Zhao.

"Extensive spread of knowledge about law among government functionaries and all citizens enhanced the government personnel's awareness of the need to act within the framework of laws."

On the political side, Mr Zhao emphasized national unity through combating the spread of bourgeois liberalization which, he said, "has created ideological confusion among some people, hoodwinked a number of young people who lack the knowledge of history and practical experience, impaired political stability and unity, and interfered with our construction, reform, and opening to the outside world."

China's future, page 16



Mrs Dora Ridgeway, wife of the British chargé d'affaires in El Salvador, caring for one-month-old Benjamin Paz at a Pittsburgh hospital where she took the baby for treatment after he was found at a San Salvador rubbish dump.

Double poll defeat gives ammunition to Gandhi's critics

From Michael Hamlyn, Delhi

A Roman triumph had been arranged for Mr Rajiv Gandhi, the Indian Prime Minister, when he attended a Congress (I) party meeting in Parliament yesterday.

Specially far south Indian garlands had been draped around his neck to mark Congress's victory over the Communists in Kerala, and the fight he was expected to give to the Communists in West Bengal.

In the event, however, a poorly attended meeting did little but complain about the party's failure in both state assembly elections.

Worse than that, though, Mr Gandhi arrived in Parliament to find the Opposition tabling a motion of censure against him and his ministers and preparing to take similar action against the Speaker of the lower House, the Lok Sabha or People's Assembly.

The political tone of the Indian capital has become sour overnight against Mr Gandhi, who has proved in the eyes of the political leadership not only to be naive, not only to be hostile to ingrained political tradition, but also to be unable to win elections.

Since his overwhelming victory in the election of 1984, riding the vast sympathy wave that followed the assassination of his mother, Mr Gandhi has lost state elections in Karnataka, Punjab, Assam and Mizoram, as well as Kerala and West Bengal.

Elections are due soon in Haryana and in the capital, Delhi, and for the first time Mr Gandhi's party faces the prospect of electoral defeat in the Hindi-speaking heartland of the country. It is not a prospect that pleases the Congressmen.

As a result, his smallest actions are now going to be scrutinized with growing intensity. For example, the vote of confidence being sought against him is to bring to public notice a series of curious events in connection with a Finance Ministry inquiry into overseas funds held by non-resident Indians.

When Mr V.P. Singh was Finance Minister and was energetically pursuing tax defaulters, a search in Switzerland by an American inquiry agency began to reveal sums of money being deposited by people said to be close to the Prime Minister himself.

Mr V.P. Singh was recently moved from this sensitive post, where he was making something of a name for himself as tough and uncompromising. The Prime Minister himself took over the finance portfolio, and since then two senior civil servants closely involved in the crackdown have been moved to less sensitive posts. They have also been subject to interrogation about their own behaviour by police.

The Opposition are now anxious to pursue this subject vigorously as they see it as one through which they might be able to tarnish the Prime Minister's own record.

At the same time, they are pursuing the constitutional crisis which is arising between

the Prime Minister and President Singh. The Speaker ruled last week that the subject may not be debated in the House as relations between the Prime Minister and the President are private. Under the British system on which the Indian constitution is modelled the Queen may not be the subject of debate, so the President's name may not be brought into any Parliamentary discussion.

Professor Madhu Dandavate, the parliamentary leader of the opposition Janata Party, has drawn the Speaker's attention to a question asked in the Commons by Mr Attlee about King Edward VIII's marriage to Mrs Simpson which was answered by Mr Baldwin, the Prime Minister. He is also to set down a motion seeking to remove the Speaker from the chair.

Interestingly, many official ears pricked up yesterday when news came that Mr V.P. Singh had himself called on the President.

After the state elections the Congress Chief Minister of Kerala, yesterday resigned with the rest of his ministers,

Bangladesh yesterday accused India of sheltering tribal guerrillas and keeping alive the 11-year-old separatist war in the country's south-eastern Chittagong hill tracts region (Ahmed Fazl writes).

Mr H. R. Choudhury, the Foreign Minister, told Parliament that ethnic Chakma "miscreants" were launching armed attacks on villages and police stations in the area bordering India's Tripura state and Burma. The minister proposed that ministerial talks be held with India to sort out the problem.

leaving the way open for the Communist-led Left Democratic Front (LDF) to form the state Government. The LDF took 75 of the 138 seats contested, with the Congress-led United Democratic Front taking 61.

In West Bengal the Communist-led Left Front Government passed the overall majority mark in the middle of the day as counting progressed; and embarked on its third term in office. Polling was held for 294 seats and, of the 160 declared so far, the Left Front had 153, Congress had 25, and the Muslim League had one.

In Jammu and Kashmir the constitution of Congress and the National Conference of Dr Farooq Abdullah seemed set to get a two-thirds majority.

In by-elections for seats in both the Lok Sabha and state assemblies in four other states Congress did well, winning one and losing one in Andhra Pradesh, winning two in Maharashtra, and one in Pondicherry (which is now the only southern state with a Congress Government).

But in Uttar Pradesh the elections in a state assembly by-election for the seat vacated by Mr N. D. Tiwari who is now Foreign Minister, preferred Mr "Dumpy" Akbar, a leader of Mrs Menaka Gandhi's Rashtriya Sanjay Manch, to a state minister.

Korean opposition chiefs mend rift

From David Watts, Tokyo

Two important figures in the South Korean opposition have patched up their differences, preventing a split in the New Korea Democratic Party (NKDP). The agreement, however, has not been endorsed by Mr Kim Dae Jung, its dissident leader.

The agreement between Mr Lee Min Woo, the party president, and Mr Kim Young Sam, its adviser, ends almost three months of serious division within the party. Both men socially work closely on policy matters. The split left no member or supporter of the NKDP untouched throughout the country.

The disagreement arose over a seven-point statement issued late last year by Mr Lee, which many interpreted as leaning towards a settlement of the present constitutional dispute on the Government's terms.

Mr Kim Dae Jung claims that the pact between the two does little to change that and there are still doubts as to whether there is sufficient unity within the party to continue the fight for adoption of a system of direct, popular presidential elections - the principal stance of the opposition. The ruling Democratic Justice Party of President Chun Doo Hwan advocates a cabinet system.

Though Mr Kim Dae Jung is not allowed to play an active part in politics, because he is still under threat of being returned to jail on sedition charges and is therefore not a member of the party, he is said to command the loyalty of some 33 NKDP representatives in the National Assembly. His namesake can claim 37 followers.

This division of loyalties between the men, both with ambitions to succeed Mr

Chun, is set to make the party convention in May a lively affair and guarantee that any further progress on the constitution will be difficult to achieve.

The four-point statement issued by Mr Lee and Mr Kim reaffirmed the NKDP's goal as direct presidential elections. "We have shared the view that restoring direct presidential elections is the surest and fastest way of realizing the nation's democratic

ratification. We reaffirm that there has been no change in seeking direct presidential elections and calling for a national referendum on the form of the next government."

"We will resist any moves undermining the party's official policy and harming the unity of the party."

The opposition generally claims that the adoption of such a European system would allow Mr Chun to retain power, as a president with a more powerful prime minister, after his term of office ends next February. Ruling and opposition camps appear to be agreed on the need for revision of the constitution, but time is running out.

Mr Kim Dae Jung: Has not endorsed agreement.

Mr Kim Dae Jung: Has not endorsed agreement.

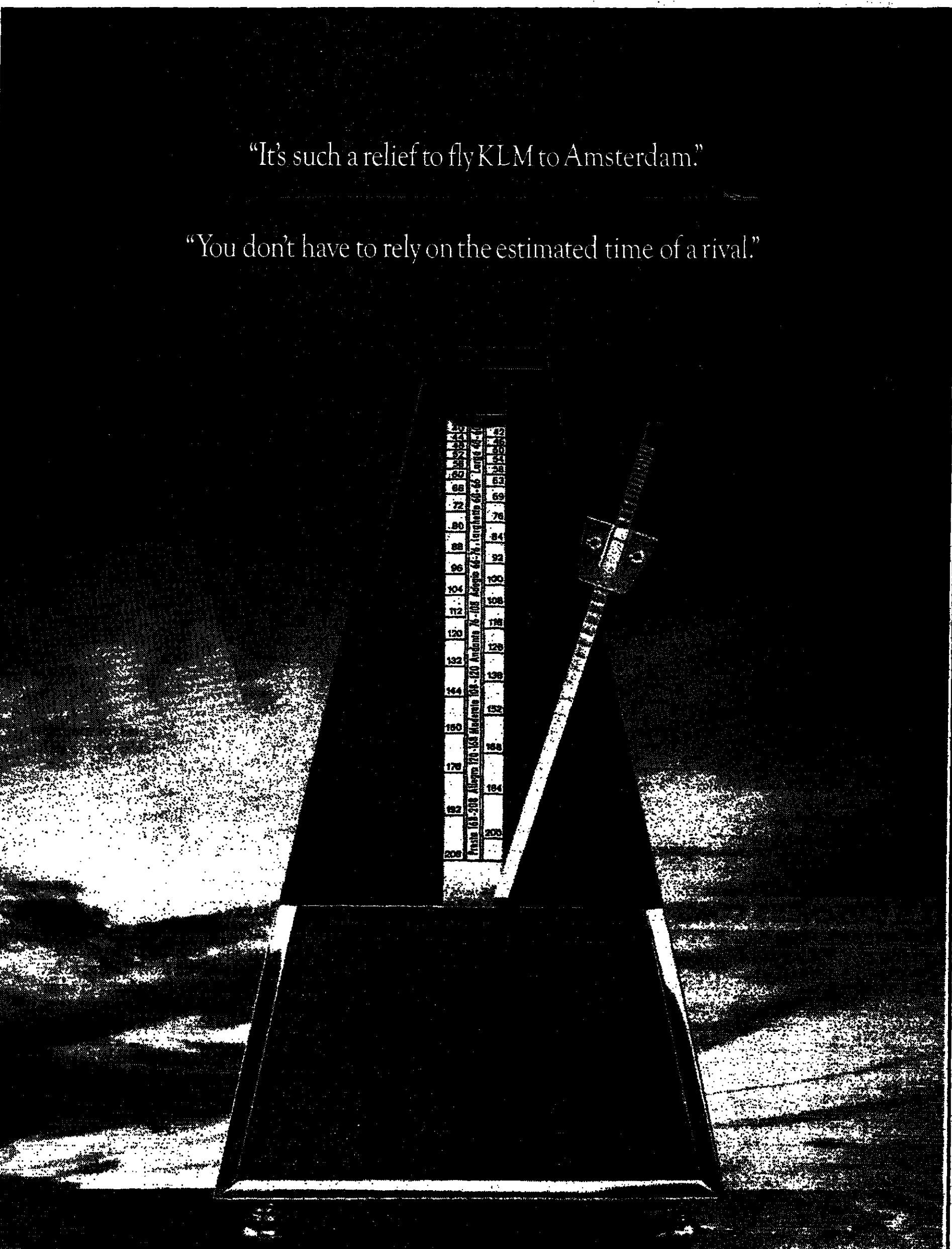
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3. The third part of the document is a list of names and their corresponding addresses. The names are: Emily Black, Frank Gray, and Grace Blue. The addresses are: 404 Main St, 505 Elm St, and 606 Oak St.

4. The fourth part of the document is a list of names and their corresponding addresses. The names are: Henry Red, Ivy Yellow, and Jack Purple. The addresses are: 707 Main St, 808 Elm St, and 909 Oak St.

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SPECTRUM

Cracking the dole queues

THE TIMES
PROFILE

LORD YOUNG

Mr Thatcher has already paid a special tribute to David Ivor Young, Baron Young of Graffham. "Other people bring me problems," she once remarked. "David brings me solutions". And if Mrs Thatcher, as now seems likely, wins a third election then she will owe a special vote of thanks to Lord Young for cracking one particular problem. He looks like being the Secretary of State for Employment who at long last will succeed in bringing down unemployment below the 3 million mark.

Others, of course, will have played their part. But David Young, a man still fresh to politics who is more concerned with the how than the why, is the arch deviser of schemes and initiatives and programmes for helping the unemployed. (His Labour opponents would say that he is responsible, too, for massaging the figures with several of the 17 changes this Government has made in how they are collected.)

It is not just what he has done within his department, boosting the Re-start scheme for interviewing the long-term unemployed, increasing the Enterprise Allowance Scheme and revolutionizing the presentation of job and training opportunities with the jazzy "Action for Jobs" packages and businessmen's breakfasts. It was David Young, also, who chaired the Cabinet committee from which emerged the key changes in the 1985 Budget, the boosting of the Youth Training Scheme, the re-casting of National Insurance to remove disincentives to employment.

Now he is embroiled in the controversy this week over the mooted withdrawal of the dole from youngsters who refuse to take either a job or further education or a training place. But he has brought the Government to the point where ministers can declare that anyone between the ages of 16 and 18 who is without a job or a training place is without it because he chooses to be.

David Young, who did not even know Mrs Thatcher seven years ago, is not the most likely of Conservative Cabinet ministers. Friends say that he voted Labour until 1966. He says he had no time to think about politics until he was into his thirties; he was too busy making money. He is proud of the fact that when he appeared on BBC's *Question Time* not long ago Sir Robin Day turned to him with a question saying: "We've heard what the politicians have to say, now let's see what Lord Young thinks."

Though his television manner has improved he will never be an orator. Having borrowed a good joke for his party conference speech two years ago — that if you want to increase the number of successful small businesses in Britain you start with a lot of successful large businesses and elect a Labour Government — he managed to throw it away completely, putting the stresses at all the wrong places. He has been fortunate in that, unlike other latecomers to politics, he has not been thrown into the Commons and harried by backbench wolves into fumbling incompetence at the despatch box. The House of Lords is kinder.

Certainly his has not been the conventional path into politics. A product of north London Jewish suburbia, the son of a Lithuanian immigrant, Lord Young went to Christ's College, Finchley. He left at 16, wanting to be a film director, but the job his father had lined up for him fell through when quotes on foreign film imports were cut. Instead he became articled to a relative's solicitor's practice.

Studying in the evenings, he took a law degree at London University, finding the time to captain the university golf team as well. After a brief period in legal practice — connections again — he met a Wolfson at his wedding and went to work for Great Universal Stores, where for two and a half years he was personal assistant to Sir Isaac, snapping up high street properties.

At 29 he left to form his own company, Eldonwall, building along the new motorways. He sold out in 1970 to Town and City Properties but lost most of the £2 million the sale netted him in the property crash of the mid-Seventies. In 1973 he set up a European property arm of the American Manufacturers Hanover Trust and made enough out of that before 1979 to have lived comfortably on the proceeds ever since. He has never drawn a salary, either as an adviser or as a Cabinet minister.

Life changed for David Young in the 1970s. Disturbed by what he saw as diminishing freedoms under the Labour Government, he decided to emigrate, and set off for Boston. Within a month he had changed his mind and was back, resolved instead to do something about Britain. He has been an apostle ever since for American enterprise without the recreation of an American society in Britain.

In 1977 he joined the Centre for

Policy Studies, a right-wing think-tank. By 1979 he was its director. He became one of the Thatcher Government's backroom boys, first as industrial adviser to the Department of Trade and Industry, then as special adviser to Sir Keith Joseph. He worked at different times for Norman Tebbit, Patrick Jenkin and Sir Geoffrey Howe.

In 1982 came the key appointment as chairman of the Manpower Services Commission, with a staff of 23,000 and a budget of £2 billion. Norman Tebbit had asked him who to appoint. He looked in the mirror and said "Why not?"

Working with educators, employers and trades unions, he switched the emphasis at the MSC from old crafts to new technology and inspired the Technical and Vocational Initiative in an attempt to bring education and job provision closer together. It was at that time he was quoted as saying, in words he disputes to a degree, that he would really believe that Britain had an employment problem when he saw Englishmen working as waiters.

In 1984 came the surprise move. It was rumoured for some time that Mrs Thatcher intended to make him her chief of staff at Number 10. Instead he was given a peerage and brought straight into the Cabinet as Minister without Portfolio with a brief to develop the enterprise economy.

He called himself an "underlord" but he was put in charge of key Cabinet committees on youth training, small businesses, inner cities and deregulation and given a wide range of ministerial fields to trample upon. When he began to be called the Minister for Jobs there were territorial disputes with Tom King, then the Employment Secretary. Though Lord Young is not an abrasive man and makes remarkably few enemies,

Whitehall fighters have noted that Mr King is these days serving in the Northern Ireland Office, the British equivalent of a Siberian power station, while David Young has indeed become the Minister for Jobs.

David Young is ideological in the sense that he argues that the vitality of an economy is in inverse proportion to the number of regulators. Although he has led a crusade to cut red tape and lift burdens on business, he is no believer in an unfettered free-for-all. But he does believe passionately in small businesses. The fact that America, France, and Germany have 60 per cent of their workforces in small firms to our 25 per cent is to him a key to our troubles.

Lord Young gets results in Whitehall because he inspires his small close-knit teams. He talks to junior

BIOGRAPHY

- 1932: Born in London, son of a Lithuanian. Educated at Christ's College, Finchley, and University College, London.
- 1956: Qualified as solicitor. Married Lita Marianne Shaw (two daughters). Became personal assistant to Sir Isaac Wolfson.
- 1961: Founded industrial construction group Eldonwall.
- 1973: Formed European subsidiary, Manufacturers Hanover Trust.
- 1975: Chairman of British section of Organization for Rehabilitation Through Training.
- 1979: Adviser to Sir Keith Joseph. Chairman, Centre for Policy Studies 1979-82.
- 1982: Chairman, Manpower Services Commission.
- 1984: Minister without Portfolio. Raised to the peerage.
- 1985: Secretary of State for Employment.

staff and he draws out ideas from others. His colleagues describe him as kind and considerate. He was, for example, the first on the telephone to commiserate with Jeffrey Archer when the *News of the World* ran the Victoria Station scandal story.

Outside politics he is a devoted family man, with two daughters, comfortable homes in Regent's Park and in Sussex, and a taste for holidays in the Caribbean or in East Africa where he can indulge his delight in fishing and photography. Time off at weekends tends to be spent playing with computers.

He was unusually close to his late younger brother Stuart, the chairman of the BBC, and he was devastated to lose both him and his father last year. "It has taken him back to his Orthodox Jewish religious roots," one friend says.

But where does David Young go from here? The most significant pointer is that he has become one of Mrs Thatcher's most respected advisers. There is about him none of the weary resignation of those who have spent a lifetime in politics. She values him because he sees the angles and gets things done, though critics say that while he is a great ideas man and can package a good White Paper they would like to see a little more follow-through on occasion.

He is becoming the favourite to succeed Lord Whitelaw as the next Leader of the House of Lords and in the next Parliament could well take on Whitelaw's other role, as deputy Prime Minister. For Mrs Thatcher there would be the advantage that she would be naming a deputy without appearing to give her blessing to any particular Crown Prince as her successor. As a life peer, Lord Young would be debarred from entering any leadership contest.

Robin Oakley

The spread of rhododendrons is threatening native species

Woodland invader

The splendour of rhododendrons flowering in the wild, as they do over much of Britain, will draw only faint admiration this spring from people worried increasingly about their effect on native plants and wildlife. Words like "menace" and "invader" are being applied to an evergreen shrub that arrived in the 18th century as a decorative, rather delicate, indoor species. Over the years, the toughest member of the family, *Rhododendron ponticum*, has become established in the open air, first in gardens and game coverts and then — strengthening and multiplying alarmingly — in the countryside.

About a thousand types of rhododendron have so far been discovered, the great majority coming from Himalayan regions. But the villain of the piece, busily creating dense jungles in which little else can live, originated in Asia Minor. So dramatic has been the takeover by *Rh. ponticum* in some districts that a conference to discuss the problem is to be held in Snowdonia today and tomorrow.

Brian Ducker, National Parks regional officer in North Wales, said: "We are particularly concerned about the rhododendron in oakwood habitats where it causes damage by preventing the natural regeneration of woody species and competes with mosses and ferns. It thrives on acid soils and is a menace to control because it spreads rapidly and regrows when cut down."

Nicholas Stewart, of the Conservation Association of Botanical Societies (CABS), added: "The big leathery leaves cause such deep shade that very little vegetation can survive beneath, and the branches fall sideways in a tangle, making access difficult."

Ponticum is more successful than other rhododendrons in this country. Few chemicals are effective against it, and people hesitate to use those that are because of possible harm to other species.

Ponticum's poisonous qualities prevent animals from keeping it under control. American livestock men did experiment with feeding it to deer, which appeared not to be affected, but it was found to have no nutritional value and the browsers eventually developed rickets.

Because it is a relative newcomer to Britain, botanists are wondering where it will all end. Snowdonia National Park officials, who are organizing the conference, say: "It is hoped to stimulate further developments in research as well as in practical matters of control."

Meanwhile, the march of the guest that took over the woodland party goes on.

John A. Hill

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Clean-up for the subway

An injection of money and effort is transforming New York's notorious underground system

It's still a far cry from the chandeliered splendour of the Moscow Metro or the plush quiet of the Paris one, but New York's notorious subway system is no longer the inferno it once was. Menace still lurks, stations still smell squalid, and the noisiest underground trains in the world still hurt themselves like crazed animals out of Manhattan tunnels. Yet that sense of urban nightmare beloved of movie directors of the 1970s is fading.

The system is at last showing the results of a huge amount of money, new management and the 1980s shift in public mood that has helped, for example, to get rid of the graffiti that hit New Yorkers once defended as an art form. Six years into the \$5.6 billion (£3.5 billion) capital spending programme, travellers are said to be returning to the grimy labyrinth that currently carries 3.5 million passengers a day for a flat rate one-dollar fare.

The trains are also attracting a more up-market clientele. For instance, feminine yuppies in training shoes and business suits can be found balancing their horizontal lunches (take-out salad) among the black and Hispanic passengers who have long dominated the subway through lack of transport "choice".

Long-suffering strap-hangers are also being treated to a little officially-sponsored culture. The Transport Authority is auditioning street musicians and licensing the better ones to perform under Manhattan. "We have

rock, hillbilly, blues, everything," says Bob Slovak, spokesman for the authority.

Clean new trains are the most visible sign of the attempt to turn around the system, from its low point during the mid-1970s New York fiscal crisis when derailments, car fires, breakdowns and graffiti became commonplace.

David Gunn, the TA's boss of two years, is now deciding how to spend a further five or so billion that has just been approved by the State. The money will go to rebuilding track and replacing antique equipment, doing up stations and finishing the replacement of the ageing train fleet with new or refurbished carriages by 1990.

Crime, long synonymous with the subway here and still a plague, is said to be receding under the onslaught of an expanded transit police force

'Graffiti-free trains are now guarded by attack-dogs'

and the creation of the TA's own small-offenders' courts.

Subway officials like to see the graffiti clean-up as the best symbol of the system's renaissance. Confronting the critics who said it could never be done, Gunn has waged a near-military campaign to scrub the trains and keep the paint-vandals off them. Half the fleet of 6,150 carriages have been rid of the daubing. Graffiti-free trains are now guarded by attack-dogs at special depots protected by razor wire.

"It was an art form that cost millions to the taxpayer," Slovak says. "And it kind of yelled at the passenger that we're out of control, nobody cares."

Charles Bremner
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A graffiti-ridden train, but the urban nightmare is fading

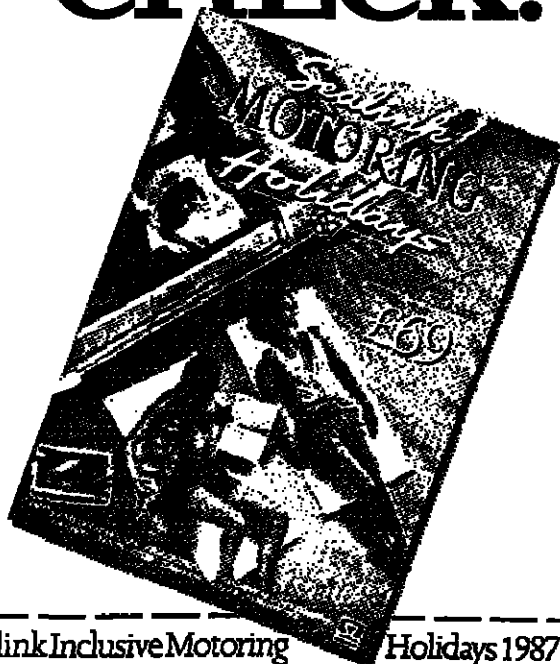
CONCISE CROSSWORD NO 1216

ACROSS												
1	Deceitful (6)											
4	Expurgate (6)											
9	Liveried servant (7)											
10	Robust (3)											
11	Cliff's sweetheart (4)											
12	Agony (7)											
14	Stimulant drug (11)											
18	Aloud (7)											
19	At great distance (4)											
22	Bonding (5)											
24	Foreboding evil (7)											
25	Summer short-sleeved vest (1-5)											
26	Pierce (6)											
DOWN												
1	Nimble (4)											
2	Winchlike old woman (5)											
3	Cambodia (9)											
5	45 inch measure (3)											
6	Period (7)											
7	Musical sequence (6)											
8	Magic spell (11)											
11	Constructing snake (3)											
13	Training hall (9)											
15	Prophetic liberator (7)											
16	Make mistake (3)											
17	Regulate (6)											
20	Athens market (5)											
21	Island (4)											
23	Not either (3)											

SOLUTION TO NO 1215
ACROSS: 1 Dribble 5 Flip 9 Oppress 10 On key 11 Whole
12 Rust 13 Midge 15 Aphid 16 Nasty 18 Unfit 20 Maori 21 Ear
23 Nasa 24 Adze
DOWN: 1 Doodle 2 Approach 3 Roe 4 Bosworth Field 6 Lake
7 Psyche 8 Movement 11 Whodunnit 14 Draculi 15 Accuzum
17 Youths 19 Boss 22 Run

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HEALTH

Breath of fresh air

A unique school is offering help to children who suffer from asthma, reports Angela Wigglesworth

A girl who had never been out of bandages in her life because of eczema can now do modern dance; a boy who could hardly walk has run a marathon; another, who at home spent most of his time in a wheelchair, now plays football.

These changes have all taken place at Pilgrims School in Seaford, East Sussex: it caters solely for children suffering from chronic asthma, eczema and other allied ailments and is the only one of its kind in the country. It was founded in 1955 by the Invalid Childrens Aid Association (ICAA) and Dr Leslie Scott, a consultant paediatrician who realised that asthmatic children could be helped at a special school.

Today, Pilgrims is a co-educational boarding school with 63 children from the age of 10, maintained jointly by the ICAA and local authorities. Next week Princess Margaret will open the new Leonard House, formerly the headmaster's home, which will house 10 girl boarders. "At Pilgrims we train the children to cope with life in a way no other place does," says Patrick Murtagh, the headmaster. "We aim to help them to understand and overcome their fears about asthma."

At Pilgrims a consultant medical officer monitors the children's progress weekly, reduces medication when possible and prevents attacks by providing treatment before one comes on.

They have listening devices in bedrooms and beepers for nurses on call: the only concession they make to asthma in the school curriculum is the time after breakfast when the physiotherapist teaches children breathing control. Otherwise the accent is very much on education. The children take CSE and O levels: A levels are taken at a local school; and they do sports, which might be discouraged in an ordinary school because of fear of an attack. Here,



Learning to cope: Patrick Murtagh, the headmaster, surrounded by his pupils — "We aim to help them overcome their fears"

with the confidence of a medical back-up team behind them, teachers can extend the boundaries both on the sports and academic side.

Murtagh is aware of the argument for placing handicapped children in ordinary schools. "People say: 'Let's go for normality,' but we're as normal as any school, with the addition of a medical back-up team. And normality for these children is not always to be found at ordinary schools where parents may be made to feel guilty for sending them there."

Pilgrims aims to help the parents as well. Many parents cannot believe that anyone else can cope with their children's problems as well as they can, but when they see how they are progressing at Pilgrims they sometimes feel relief at first and then a mixture of resentment and guilt.

"They can't believe the changes can be so dramatic, and they blame themselves," says Murtagh. "But we tell them it takes 20 of us to replace a Mum or Dad and we're working on a shift system."

Many children who could benefit from the school are prevented from doing so by local authorities who are not prepared to sponsor them. Murtagh thinks that the Government should be encouraged to centralise special education and that it should not be dependent on local authorities' ability or willingness to pay. "If these children were smashing up windows, they'd be put in a special school in a couple of weeks. An asthmatic child can be out of school for several months or even years and no one seems to care."

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ASTHMA: CAUSE AND EFFECT

Asthma, the result of spasms in the airways leading to the lungs, causes recurrent attacks of wheezing and shortness of breath. After the spasms, the lining of the air passages (the bronchi and bronchioles) swell and the sputum becomes thick and sticky. Recurrent infections may slowly destroy the lung tissue.

In younger patients there is usually a strong history of allergy, with attacks often precipitated by such substances as house dust, feathers, pollen moulds or certain foods and food additives. In older patients, up to 50 per cent develop an attack after exposure to non-allergic factors such as cold, changes in the barometric pressure, exercise (the drying effect of rapidly inhaled cold air

irritant gas, including tobacco smoke, and infections. Psychological stress may precipitate an attack, but it is not the underlying cause of the disease.

Asthma can be deadly. The death rate in children under 15 is one per year per 100,000 asthmatics, and about 1,500 asthmatics of all ages groups die each year in England and Wales. Much chronic chest disease in adult life would be avoided if it was realized that much of what is labelled bronchitis in childhood is, in fact, asthma; 10 per cent of 10-year-olds have regular attacks of asthma but 75 per cent of children lose their asthma at puberty, although complete remission is rare if the attacks persist in adult life.

T.S.

MEDICAL BRIEFING

Teacup caution

The public often believe that a drug only has to be labelled "herbal" to make it not only safe, but beneficial. Although the sale of some popular remedies, such as ragwort or male fern, is now controlled, there is nothing to stop amateur herbalists picking their own.

Dr Linda Anderson and Professor David Phillipson, writing on herbs in *Pulse* magazine, include a special warning for pregnant women on the dangers of herbal teas; they warn that herbal teas contain chemicals about which little is known and

whose concentration in the teapot will vary according to the temperature of the water and the length of time the tea is left to brew.

The list of over 60 plants which are particularly dangerous for pregnant women includes such favourites as feverfew (taken for headaches), juniper, rue and the ever-popular comfrey, which in large doses damages the liver. Although the pharmacological action of various herbs on the uterus has been studied, little work has been done on the effect of herbal drugs on the unborn child.

On the scent

Doctors can be misled about testing the sense of smell; it is time-consuming and the small bottles which contain the test smells are easily broken, or their tops left off so that the solutions evaporate; but recent research analysed by Dr Margaret Esiri for the *Oxford Medical School Gazette* shows that it will become an increasingly important test to differentiate between Alzheimer's disease and other, possibly treatable, forms of dementia and some types of depression; in Alzheimer's disease the loss of the sense of smell appears early. Conversely the retention of a well-developed sense of taste and smell (the two are interlinked) is encouraging and the outlook may be good.

Cold comfort

When children start at playgroup or nursery school they often seem to catch every cold circulating in the school; parents tend to think that their child was more healthy at home. But according to research on 583 children between the ages of nine months and seven years, which is published in the *Journal of Clinical Otolaryngology*, this assumption is only half true. Studies show that children at home develop more colds, but less serious ones; those at the nursery have fewer colds, but they are more severe and more likely to give rise to complications, particularly ear infections.

Dr Thomas Stuttford

Heart beat

It is now accepted that patients with a moderately raised blood pressure should be treated in order to lessen the risk of a stroke; but there is still doubt as to how far the pressure should be reduced. Recent research by Dr John Cruickshank, Dr Jeffrey Thorp and Dr James Zacharias reported in *The Lancet* suggests that although the lower the systolic blood pressure (the pressure exerted when the heart is contracting) the better, care should be taken in fixing the diastolic pressure (the pres-

Dr Douglas Mathers, of St George's Hospital, London, asks us to make clear that the original work (Medical Briefing, March 12) showing the ability of alcohol to increase the effect of marijuana, or vice versa, was done elsewhere. Current research at St George's is directed at trying to separate the various factors involved in acute psychotic breakdown and marijuana's relationship to it.

Walkers get set to put joggers on the run

'Fitness walking' hugely popular in America, has all the benefits of jogging with fewer risks. But will it catch on here?

Britain has long been a nation of walkers. Bands of hikers frequently can be spotted on our hills and dales. Around two and half million people in Britain already go on serious walks every weekend. So... could we soon become a nation of fitness walkers?

In America, "fitness walking" — a purposeful, brisk form of walking rather than just purely for pleasure — is now seen as the optimum way of keeping both mind and

body in prime condition. Accordingly, America's parks and pavements are full of dedicated fitness walkers who stride along in their hi-tech walking shoes, carrying pedometers and with mini-weights attached to their wrists and ankles.

The ever-growing band has its own magazine, *Walking*, which in just eight months has seen its circulation climb from about 365,000 to more than 500,000 per issue.

Walking, say America's cardiologists and sports doctors, can produce all the heart and circulatory benefits of running, without the attendant risk of bone injury or muscle strain. You can walk off excess fat as easily as you can run it off, and your bones and muscles can also be tuned up.

So could fitness walking catch on here?

No, says Nick Tropp of *Running* magazine. "I can't see a walking revolution taking place here. A year or so ago Colza, the sports shoe chain, was all geared up for a British walking boom, and brought out a special shoe. But it says the boom just hasn't happened, and the shoes haven't sold."

The big publishing company EMAP, however, says yes, there will be a British walking boom and it will happen this year. Accordingly, it is bringing out a new magazine called *Countryside Walking*, due to be launched on Sunday. Circulation is expected to settle at around 50,000 copies a month.

"We're not touching the American lunatic fringe," says the magazine's editor, John Wiltshaw. "We shan't be concerned with city walking but advising people to get out into the country."

"We do see walking as taking over from the old

running market. Many joggers discover after a time that they get bored and begin to suffer from stress fractures. Then they are likely to give it up."

"The point about walking is that anybody can do it, at any time. You don't need special equipment or special skills."

In America, a body chemistry expert, Dr Dan Surja, tested whether walking compared favourably with running for cardiovascular, blood pressure and general fitness benefits. By measuring body

member of the Sports Council's Fitness and Health Advisory Group, is a great believer in the value of regular walking.

"You can still gain the valuable aerobic effect, so long as the walking is maintained for half-an-hour," he says. "It has now been established that you need to walk non-stop for half-an-hour at least three times a week to achieve what is known as the training effect."

"This means the walking has to be purposeful. To get the maximum benefits from walking you should induce a warm, pleasant glow without breaking into a sweat. The cardiorespiratory advantages come from improving the blood supply to the muscles."

"But, as with any form of fitness activity, gradual build-up is essential. You shouldn't undertake a 15-mile hike when all you have done for years is step from your house to the car. And anybody who feels a tightness in their chest after walking should see a doctor. This applies especially to those who are smokers, or who have a family history of high blood pressure."

"Having said that, there is no doubt that walking is by far the safest form of physical exercise. I hope it will catch on."

Liz Hodgkinson

'Walking is by far the safest form of physical exercise'

chemistry levels in runners and walkers, he discovered that walking tuned up heart and lungs just as effectively. It had the same power to lower sugar, insulin and cholesterol levels, and also to dissolve blood clots. One hour's brisk walking is equivalent to 20 minutes' running. Walking, like running, helps suppress the appetite, reduces stress and also reduces the time it takes to digest food.

Another major benefit of regular, brisk walking is that the risk of succumbing to bone disease in later life is reduced. Dr Bob Green, a GP and



Would you buy a used company from this plan?

The future of Austin Rover looks secure according to the company's new corporate plan — but are its prospects as bright as the Government has implied?

In this week's *THESE*, Karel Williams, John Williams and Colin Haslam suggest that ministers have suppressed the true facts of the company's situation, and, in a controversial report based on new research, warn that its impending privatisation could cost the tax-payer up to £700 million.

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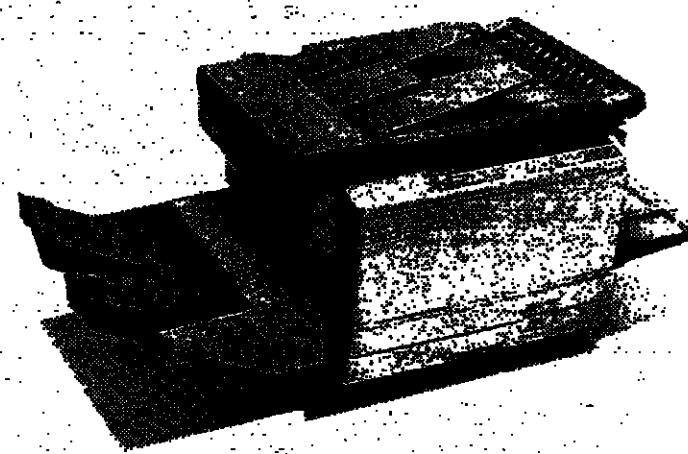
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**Nihon Keizai Shimbun (Japan Economic Daily)*

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BOOKS

Labour's lost star

Aneurin Bevan is the only really brilliant figure that the British Labour movement has produced. He was brilliant in the sense that Lloyd George, Winston Churchill, and P.E. Smith were brilliant, with a comparable fertility of mind and virtuosity in the use of words.

There are resemblances not common to all four. Like Churchill, Bevan enjoyed holding forth to an admiring circle. Like F.E. he drank far more than was good for him. Like Lloyd George, he was Welsh and a self-conscious outsider. And the pattern of his career resembles that of Lloyd George, in that each had a single, central period of power (relatively short in Bevan's case) between extended periods on the back-benches or in opposition.

With two of the others (Lloyd George and F.E.), Bevan now shares the distinction of having been written about by John Campbell. Dr Campbell is a first-rate historian who writes with admirable clarity and force. Though his book on Nye is not, as he admits himself, a rounded biography, and though he gives it a thematic character that somewhat distorts his interpretation of the story, it is compellingly readable from start to finish.

Dr Campbell lacks the personal knowledge that Michael Foot brought to his two-volume life. But what is lost in intimacy is offset by the merits of detachment and rigour. Writing in the genre of "political biography" (which rests on the false assumption that the work of a politician can be studied in total isolation from his or her private life) Dr Campbell is making a virtue of necessity, since it is hard to see how a biography both full and candid could be written during the lifetime of Nye's widow, Jennie Lee. All the same, Nye was such a colourful personality, and Dr Campbell is such a good biographer, that wily-nilly the book tells us much about the man while concentrating on the politician.

A more serious problem is the ideological theme that the author seeks to impose on Bevan's career. The argument is that his life was "essentially a failure, not because of the machinations of pugnacious rivals but because his great gifts were all his life in thrall to an erroneous dogma." Is this true? It seems to me that the argument is to some extent erroneous, and that in this respect Dr Campbell is rather more in thrall

John Grigg on a sharp political biography of Labour's only genius and wasted roaring boy

NYE BEVAN and the Mirage of British Socialism
By John Campbell
Weidenfeld & Nicolson, £15.95

to dogma than his subject ever was. Certainly Bevan was attracted to Marxism in his youth, and continued to show its influence throughout his life. But he was very far from being an orthodox Marxist, since he was also a passionate believer in civil liberty and parliamentary democracy. Moreover, he found inspiration in the romantic, elitist ideas of Enrique Rodó, which led him to describe himself as "not a proletarian" but "an aristocrat". In addition, there was in him much of the old-fashioned British patriot, though he sublimated the idea of empire into that of "moral leadership".

Above all he was a man of action, most inclined to dabble in theory when he had nothing better to do. His aim was always power, and when he had the chance to exercise it — alas, for only six years, between 1945 and 1951 — he was in many ways strikingly flexible and pragmatic. His loss of it was due far less to doctrinal hang-ups than to resentment provoked by crass mishandling on the part of Clement Attlee, in which the element of jealousy cannot be discounted.

In 1945 Attlee was more or less obliged to bring Bevan straight into the Cabinet, because he was a member of the National Executive with a big following in the party. But he was given two full-time jobs — being "Minister of Health", responsible for housing as well as for negotiating and introducing the National Health Service — and Attlee may well have hoped that the combined burden would break him. When, on the contrary, he proved an outstandingly successful minister, Attlee denied him the advance-

ment he deserved, having earlier tried to remove him from the Ministry of Health before the NHS was in existence. Though he might not have been the right man to follow Cripps as Chancellor of the Exchequer, it was obviously dangerous to promote Hugh Gaitskell over his head, and he would, in any case, have been a far better Foreign Secretary than Herbert Morrison (a man he particularly disliked) when Bevin had to go.

If it were true, as Attlee later claimed, that he would have liked Nye to lead the Labour Party after him, then he went an extremely odd way about it. He would not even consider Nye for the Colonial Office — a post in which he might have shone — but instead moved him sideways, even a little downwards, to the Ministry of Labour. The motives for such inaptitude are not easily fathomed, but Attlee was notoriously prejudiced in favour of public school boys, and probably also felt his own lack of genius rebuked by Nye's manifest possession of it. The result was catastrophic for the Labour Party.

Nye's resignation in April 1951, and the party split that it caused, enabled the Conservatives to win a narrow majority (of seats, though not of votes) in the October general election, and so to benefit from the improved terms of trade that soon followed. Attlee — who tends nowadays to be as overrated as he was once underrated — was surely more to blame than socialism for the destruction of his government, and for Labour's long sojourn in the wilderness.

Had Bevan not been forced to resign, as in a real sense he was, and had Labour stayed in power after 1951, as it well might have done if he had not resigned, Dr Campbell's thesis would, I think, have become much harder to sustain. The evidence, on balance, suggests that Nye would have continued to adapt himself and his party to changing circumstances and the will of the people, while using his marvellous oratory to make evolutions of policy acceptable to the faithful. As it was, his constructive talents were wasted for the last nine years of his life, as they were for so many years before 1945. But the NHS stands as a noble monument to those talents. For all its faults, it has remained so popular that even fanatical anti-collectivists have felt



bound to proclaim themselves its champions.

The NHS is a public concern subject to direct ministerial and parliamentary control, as the Post Office used to be in the days when it was efficient. That was the sort of nationalized body that Nye favoured — not the irresponsible corporations associated with Herbert Morrison.

He was not a Clause Four fundamentalist, but argued that public ownership should be confined to the "commanding heights" (a phrase coined not by him, but — Dr Campbell tells us — by Lenin).

And of course he was not, when it came to the point, a unilateralist, because he understood the necessities of power.

His Achilles' heel was not ideological rigidity, but inability to master the techniques of broadcasting. His only radio broadcast while he was a minister was a flop, and he died in 1960 without having acquired the art of talking on television. He was a spell-binding speaker in Parliament or on public platforms, and all the more so for speaking without notes. But he needed a live audience.

Public voices private places

Peter Ackroyd

THE FABER BOOK OF DIARIES
Edited by Simon Brett
Faber, £12.95
THE ENGLISH A Social History, 1066-1945
By Christopher Hibbert
Grafton, £20

A book that opens with John Wesley on January 1, and closes with Noel Coward on December 31, cannot be accused of being narrow in its scope; it is hard to believe that these two gentlemen ever used the same language, let alone the same genre. And yet they are both folded in the silent embrace of the diary, a mode that has probably given more pleasure and caused more harm than any other literary activity. For the thousands who have enjoyed the amateur shorthand of Pepys, there are scores who have smarted from the arrows loosed by the "kiss and tell" diaries, which were once written by gossips or novelists, and are now written by politicians. Of course most of them are composed for eventual publication: as Oscar Wilde tells us, people like to read something sensational on a train. And in fact no one should suppose that they are anything other than convenient fictions: if secret diaries are a form of therapy, diaries destined for the publisher are a form of theatre, a manifestation of the *esprit d'escalier* on a truly monumental scale.

There is another division, though, as this entertaining anthology amply demonstrates. There are some diarists, such as Barbara Pym and John Evelyn, who prefer to describe other people; and there are others who talk exclusively about themselves — Byron and Malcolm Muggeridge being two prime examples of the latter, although of course with widely differing literary skills available for that exercise.

So it is that these documents inadvertently become images of the soul, a literary equivalent of the mirror in which people will make strange faces when they think that nobody is watching.

As a result diaries can be great assurers of loneliness, a discreet and not necessarily certifiable way of talking to oneself. As James Lees-Milne notes on 6 January 1946 (this anthology finds a chronological format, as a year of years): "If a man has no constant lover who shares his soul as well as his body, he must have a diary." But how strange it must be to see one's own words in print; it is as if one had been talking in one's sleep and been recorded. Certainly the results can be very peculiar indeed, and one of the fascinations of this book comes from the echoes of that private cave in which certain people retreat to groan.

One might assume from this titanic of insecurity that nothing ever changes — and, in Christopher Hibbert's centennial edition of *The English*, we might come to the similar conclusion that human behaviour may alter wildly, but that human character remains the same. And although there are times when it

seems that pre-20th-century diarists have a less insidious grasp upon the complexities of the inner life (sometimes, in the 18th century, they ascended even the pulpit to address themselves), it is apparent from this book that there is a steady current of rumination and self-reflection that flows beneath any such once-fashional formulations as 19th-century phrenology or 20th-century psychology.

There are times, indeed, when the tone is so similar that it is difficult to tell entries apart — it is often impossible to distinguish between the style (or even content) of Barbara Castle and Sir Peter Hall; and, similarly, the reader is hard pressed to see much difference between the cheery vulgarities of Evelyn Waugh and Joe Orton. The general effect of reading so many private thoughts en masse can be wearying, like having a succession of crossed lines on the telephone; and some of the contributions here are very dull too much from Ackroyd and his foul dog; far too much from both Wesleys.

In fairness it ought to be added that some of the least prepossessing examples here come from what are generally regarded as professional writers. They have a tendency to mean and, as he converted to his cast, a little of George Gissing's melancholia can go a long way.

Nevertheless there are some compensations. The sanity and kindness of Walter Scott shine through, as does the wit of Fanny Burney; and an undoubted find is Sydney Moseley who does sound like an Edwardian Adrian Mole: "The chemist said that the pimples on my face have come because I am growing into manhood. Whilst others tell me to go with a woman! Many people hold such views and I feel ashamed. I seem to inspire Loretta as she inspires me. She has left off wearing corsets because I convinced her it is bad for a girl's health." That is the diary tone one most enjoys — direct, unmediated by the need for self-advertisement, and unaffected by any appetite for eventual fame; just the still human voice. If there is one lesson to be learned from this anthology, it is that the most successful diaries are also the most artless — which means that the best diaries will probably never be discovered and certainly never published.

Journo's Jewry

Few people know that besides her nine daughters Memory had another, out of wedlock, called *Hemeroecema* — the day-vomiting muse of journalism. She has a respectable portfolio, but is liable to suffer from the delusion that she is her own sister. The patronage of history. Anybody who attempts to pack four millennia of Jewish history into 587 pages gives a hostage to fortune: a journalist dependent upon secondary sources gives two; and if he presumes to coin such terms as "cathodocry" to mean rabbinical leadership he gives

Raphael Loewe

A HISTORY OF THE JEWS
By Paul Johnson
Weidenfeld & Nicolson, £16.95

three (presumably the author doesn't mean the rule of those who eat or sing you down, but *cathodocry*). Johnson has done a prodigious amount of reading in order to write this book; and the sheer mass of the factual detail will give the unwary

reader the impression of authority. But there is no bibliography, and the high rate of error in citing even the names of authors in the notes tells a tale. Unfortunately the same sort of nonchalance in regard to accuracy affects the contents, as a few items in what I may call the public domain will illustrate: the first Roman emperor was not called Octavius; La Perouse's 17th-century book on the "pre-Adamites" was not called *Præadamitæ* (a Calvinist gremlin at work); and Mr A.S. Eban was not at Oxford, but Cambridge. This is not just nit-picking: historiography rests on accuracy. There are so many oversimplifications and factual errors that one wished for a government health warning on many pages.

And yet, when all that has been said, one has to concede that Johnson has got most of the large picture right. He has appreciated the interplay of faith and reason, tradition and scepticism, conservatism and vision, which, alongside the more familiar economic and political factors, have shaped Jewish history in such a way as to make a metaphysical and dialectic reading of it not mutually falsifying. To have seen the whole thing in the round is no mean achievement; and there is a sane appraisal of the function fulfilled by Jewry as a trail-blazer within human history for values that have come to be universally accepted, if rarely implemented. The author is hovering on the brink of understanding how in Judaism veneration can march hand in hand with iconoclasm.

After having completed so creditable a reading programme, Johnson would have done much better not to regurgitate the mass of facts of which he has taken account, but rather to have summarized what he thinks it all amounts to in 120 pages. As it stands, the work is pretentious, and a publishing enterprise of questionable usefulness: but it still has to get its D+.

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Life even après ski

FICTION

Philip Howard

TO THE CITY
By Gillian Tindall
Hutchinson, £9.95
AFTER A FASHION
By Stanley Middleton
Hutchinson, £9.95
THE LEVELS
By Peter Benson
Constable, £9.95

A family chalet party sliding in the Austrian Alps sounds hell and a crevasse of a setting for a novel. But the skiing is only a peg. Joe Beech is a Jewish publisher married to an anxious Sloane strider. They are off for Joe's annual treat of solipsistic escape on the slopes. The city of the title is not Istanbul, but Vienna, whence Joe was evacuated as a boy. After the skiing he plans to return for the first time to find his roots and meet his clever Jewish mistress.

Throughout the week on the snow Joe, who is a bit of a wally, is haunted by *Angst* about some undefined guilt, or fear of some appointment in Samarra. In the *entre-ski* the book is exact on such little things as the debilitating effect of cystitis, and such great things as the pain and grief of damaged children. Gillian Tindall is alarmingly good about what makes men of all ages tick. Within its narrow setting and clever structure the novel covers a vast range of life, and the rag-and-bone shop of the heart.

After a Fashion is a deadly quiet but insistent domestic drama about a provincial don in Nottingham. Joe Harrington, in his early 30s, is the star of the Eng. Lit. faculty, but an emotional cripple. He bitterly blames his actress ex-wife, who suddenly ditched him for somebody more successful. He comforts his isolation by workaholicism, by his large house and garden, by becoming impeccably. Then out of the blue, his ex makes contact again. A young woman colleague in the English department shows disconcerting interest. The unacademic but lively wife of a neighbour starts to drop in, and drops her knickers. In the cold spring of the academic year can they

crack Joe's carapace and recall him to the circle of humanity? Is there anything left alive inside the desiccated young don? Was there ever anything? The novel is a lively natural history of Homo academicus in his different habitats as scholar, intellectual, and possibly human being. It is funny, and sad, and about real people, and the daff ways that especially the cleverest behave.

The ancient craft of basketmaking in the watery Somerset Levels sounds in summary an even more unpromising setting than family sliding for a novel. Like the others in this outstanding week for fiction this first novel succeeds because it discovers things about life that we recognize with a gasp. Teenage Billy makes baskets as his father's slave. His mother keeps him unsuccessfully, and shouts all the time. His best friend Dick is a bit simple. This rustic idyll is disrupted by the arrival in the big house of Muriel, a London girl. Billy's brief encounter with her is funny, and painful, and beautifully done so that we recognize life with a gasp.

"The fullest, and first, account of the birth of the Australian nation... is, literally a terrific book." *Economist* "Rich, elaborate, distinctive." *Peter Ackroyd, The Times* "Thrillingly vivid... he is the avenging conscience of his race." *Peter Conrad, Observer* "Here, at last, is a volume of Australian history which can be read not only for instruction but also for sheer pleasure." *Charles Osborne, Independent* "Written with power and passion, lit by flashes of wit and imagination." *Henry Reynolds, Sunday Times* "Hughes' book is a magnificent document, moving and painstakingly researched... It may not be orthodox history but it is a terrifying story." *Peter Porter, Times Literary Supplement* "He has given Australians their own history back to them... a very good book, a very important book." *Victoria Glendinning, BBC* "Magnificent... I have never read a book which better illustrates the mutability of human beings and their societies and the ineradicable importance of liberty under the law." *Ferdinand Mount, Sunday Telegraph* "(This is) a magnificent book... immensely entertaining." *Waldemar Januszczak, BBC* "... so full of surprises, human interest and general readability that one devours it at slimline thriller pace... an inspiring account." *Shawn Usher, Daily Mail* "Everyone in Britain who can read must read this book." *Roger Graef, BBC TV* "Masterly... a commanding narrative." *John Gross, New York Times* "... a work of indisputable seriousness and authority... both passionate and compassionate." *Jonathan Yardley, Washington Post*

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hamish hamilton

THE TIMES DIARY

Robbs to riches

Don't get too excited by the news that a £750,000 Mather Boulton clock has been saved for the nation after languishing in the family home of Major Eustace Robb at Great Tew in Oxfordshire for 200 years. It can reveal that much of the rest of the estate of Robb, a descendant of Boulton's, is about to be broken up. Christie's are set to auction furniture from Great Tew at the end of May, if understand. The greatest loss, if pieces go abroad, is a unique documented collection of George Bullock furniture dating from the early 19th century. When Robb died in 1985, the £4.7 million estate was left to his business partner and farm manager, James Johnston. In the past Johnston has been blamed for the dissipation of parts of the estate, he should soon not lack a few bob to do it up. And the buyers of the work could end up even better off: prices are likely to soar after two major Bullock exhibitions next year, I am told.

In triplicate

Pace Deirdre Wood, I receive evidence that confusion over one's exact date of birth need be no bar to a career in Parliament. Charles Irving, Tory MP for Cheltenham, if I am to believe my eyes, has the distinction of being born at least three times in the 1920s. His birth certificate is dated 1924; *The Times Guide to the House of Commons* plumps for 1928; Andrew Roth's *Parliamentary Profiles*, 1926. *Who's Who*, strangely, ventures no opinion. When I asked Irving to clear up the mystery I was greeted by a strangled cough and a line that went dead. The other mystery is of who would go to such lengths as to provide me with the documents. I know only that the papers came in a House of Commons envelope.

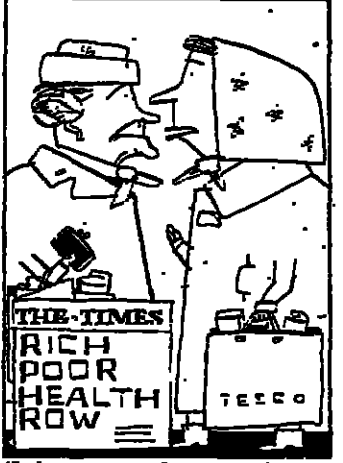
Duck soup

Business is so slack in the House of Lords that government business managers have, I am told, been dashing round trying to chivvy peers into raising as many questions as possible to fill the time before the Scottish rates bill next week. Meanwhile, ministers have come up with a series of 13 government orders, including one on the welfare of ducks, turkeys, geese and rabbits.

Free Russian

The rush of Soviet dissidents freed under Gorbachev's *glasnost* policy has produced a corresponding glut of MPs urging the release of others. Michael Shersby, Conservative member for Uxbridge, joined the campaign to release Alexander Ogorodnikov, a member of the Russian Orthodox Church, in December. So keen was Shersby to impress constituents, that he was still campaigning on the Russian's behalf a fortnight ago, writing a press release for his local newspaper, despite the fact that Ogorodnikov's release on February 14 had been announced nearly three weeks earlier in *The Times*. "I haven't known about his release very long," the embarrassed MP told me yesterday after I had broken the news to his startled secretary. "It's very difficult getting information on these topics," he explained.

BARRY FANTONI



Porn again

Conservative MP Gerald Howarth has backtracked over his claim on television this week that should his private member's bill against television pornography fail it was likely to become part of the Tory election manifesto. The Tory MP — best known for his successful action against BBC's *Panorama* — tells me his remarks on BBC 1's *Network* may have been "misinterpreted". "I said they might become part of the Tory party manifesto," he insists. But what a vote-winner such a high-minded commitment could prove for the Tories. Couldn't it?

Social workers

A CIA recruitment advertisement in American newspapers this week is so couched in euphemism that it could be for a voluntary service organization: "You will find yourself in situations that will test your self-reliance to the utmost, situations that demand quick thinking to solve problems on the spot. We provide the opportunity to succeed. Not for public applause, but for yourself. You will frequently live and work in foreign lands and interact with persons on all levels."

PHS

Rhetoric in support of Franco-German defence co-operation has reached a new high in a call from Helmut Schmidt, at a meeting arranged by his old collaborator, Valéry Giscard d'Estaing, for France and Germany to integrate their conventional forces. He reckoned that they should be able to field 30 divisions, or 2,000,000 men. They would be backed by the French nuclear deterrent, which would remain exclusively under French control. No Soviet marshal would dare to challenge the Franco-German force. The force would not come under Nato, but the Alliance would remain valid. The Benelux countries might add a few divisions.

What is puzzling is that there is no suggestion of a place for Britain. Even for those who are used to French and German hyperbole about what can be achieved by a Paris-Bonn axis, this seems strange. The British Army of the Rhine and RAF Germany have stood in the north German plain, right up against the dividing line in Europe, for the past 42 years, while the nearest French forces are way back round Baden-Baden and Strasbourg. Britain has stood faithfully by its commitment under protocol to the Brussels Treaty to station some 50,000 or so men in Germany. Britain's contribution to the defence of Western Europe has been exemplary ever since 1939, steadfastness against the Soviet Union having been substituted for steadfastness against Germany at the appropriate time. Britain's stand in European defence has not wavered even when it was being shut out of the EEC. How can so much virtue be disregarded by our

Time Europe gave France its call-up papers

by Sir Reginald Hibbert

neighbours when they talk about European defence?

The reason for Britain's exclusion is that it has failed to make the former West German Chancellor's imaginative leap. There is no reason why Schmidt's words should not have been spoken by a British leader several years ago.

But British defence plans tend to be circumscribed by Nato and nuclear defence. Neither separately nor in combination are these capable of providing adequate solutions for current needs and problems in Europe. Not that either can be ignored, but defence in Europe needs a third element: European co-operation in conventional defence.

The creation of Nato in 1949 was the finest fruit of the old "special relationship" between Britain and the US. The feeling of founding parenthood probably accounts for much of British singleness of mind about Nato. But the crucial European development in Nato was the admission of a re-armed Germany in 1954. This and

the British commitment under the Brussels Treaty to keeping forces in Germany were a compromise solution to the problem of re-arming Germany, following the collapse of the European Defence Community (EDC) project in 1954. What is needed today is the thinking which produced EDC.

The biggest single improvement which could be made to Europe's conventional defences would be a return of the French army and air force to the front line. This will never be achieved in Nato; and it is doubtful whether France and Germany could achieve this alone. The division of Germany would make it difficult for Bonn to convert Franco-German rhetoric into a real, military joint force; and the political importance of nationalism as a unifying factor in France inhibits France from showing the flexibility which would be needed to create a European force structure capable of co-existing with Nato.

Britain, on the other hand, has its hands free, except for its own twin obsessions with Nato as the

one defence against the Soviet Union, and with the primacy of the nuclear deterrent. Those in Britain who talk about better defence co-operation with France tend to suggest that the two countries should work together in the field of nuclear deterrence. For many complex reasons, this is not likely to prosper. If there is to be progress it will have to be sought in the conventional field. If progress could be made towards a European defence community with conventional forces, the way may clear for some effective co-operation in nuclear weapons systems.

Any suggestion of the need for a new initiative of the type which produced the Western European Union tends to be shouted down or damned with faint praise in Britain. The Nato and "special relationship" lobbies in Whitehall and Westminster, in the Foreign and Commonwealth Office and the Ministry of Defence, see to that. It would of course be very difficult to negotiate. But Britain has good cards — not least its army and air force in Germany.

The supremely difficult task lies in constructing the hinge between a European force and command structure and the Nato one. With Britain and Germany as major pillars of Nato, it should be possible to pull this off. Only by trying would it be possible to find out if France could be brought back into the front line. But there are a British leader capable of seizing Schmidt's rhetoric and turning it into diplomatic reality?

The author is director of the Ditchley Foundation. He was Ambassador to Paris 1979-1982.

Ronald Butt

A growing vote in generosity

Scrutinizing the polls which gave them a six-point lead over Labour last weekend, the Conservatives are worried. They see that they owe the latest increase in their lead principally to the success of the Alliance in taking votes from Labour. They therefore fear that they will lose wavering voters who have come to believe the Alliance has a credible chance of overtaking Labour as the main challenger. So Mr Tebbit has blamed the Liberals, and their pact with Mr Callaghan, for sustaining the Labour Party in power and making possible the "winter of discontent". On a different tack, Mrs Thatcher has derided the Social Democrats as socialists because their leaders were in the last Labour government.

These tactics have no account of the real danger. First, people will not easily be persuaded that politicians who left Labour to get away from the left politics to which it is now in thrall are socialists as they now understand the term. Second, little attention is paid to the flaws in current Alliance policies, including the commitment of many of its leaders to the kind of social engineering which Mrs Shirley Williams and Mr Roy Jenkins exemplified when they were in charge of education and he was Home Secretary.

Both obliged the majority of the nation to accept the minority pressure group politics which they regard as the hallmark of a civilized society. Long before the Lib-Lab pact, Mr David Steel was their acolyte in these matters. Yet it is not even these unproved attitudes which now make the Alliance dangerous to the Tories.

So what does? A clue to the answer lies in responses in last weekend's opinion polls to some other questions than those concerning voting intentions. For example, when asked in the *Observer* Harris poll whether they agreed with those who say that the next government should put income tax back to its pre-Budget level, and use the money to restore public spending, 52 per cent of people agreed while 38 per cent disagreed. That opinion is spread evenly among all classes, and apparently shared by a third of Conservatives.

There is nothing new in this. Earlier polls have shown that whereas most people think tax cuts are good for them personally, they also believe that more public spending is in the national interest. This deeply worries some free-market economists who understand politics less clearly than they do their own theories. How, I was asked by one of them recently, can people possibly want more public spending? How can they be so irrational?

It is not a difficult question to answer. People do not want more public spending for their own sake. They loathe the mis-spending of money on bad administration and trivial, if not downright destructive, causes by many local authorities. They dislike state

management and ownership. But spending on such essential services as health, schools and pensions is different: they want it not because it is public but because it is spending on some of the most important things in their lives, which just happen to be in the public sector, and for which they can provide in no other way. They can afford no medical care except that provided by the NHS; they know about overworked and tired doctors and unqualified nurses in charge of wards, and they understand the consequences. They know too about bad schools and react similarly.

Politicians like to discuss these matters in the light of the doctrines that inspire them. Labour tends to think that the more spending that is done through a bureaucracy the better. The Tories, believing that as many things as possible should be managed privately, tend to speak grudgingly about all public spending as though it is something to be cut back as far as possible. But the voter reasons differently. He may believe, as I do, that everything possible should be removed from the constraints and often nightmarish hand of the state, and he may well think that health, schools and pensions should eventually be so removed, subject to government requirements.

But so long as these essentials are in state hands, he expects them to be properly financed. After all, when people have paid for their food, clothes, accommodation and such essential services as police, defence and street lighting, the great majority would give priority to providing for health and education. But they don't get the chance. In practice, of course, the Tories understand this just as Labour politicians secretly understand the public's loathing of bureaucracy and nationalization. That is why spending on many social services has actually gone up under Mrs Thatcher, and was increased last autumn.

But given the way in which these services are run, financing is still not adequate to sustain quality. My own opinion is that most people would be glad of a different system which enabled them to contribute as they went along. But a Conservative Party which has not changed the system and finds it hard to provide cash to keep standards up, and which gives the impression of parsimony because it rightly distrusts the state as a spender, gets the worst of both worlds.

The Tories would be mistaken if they failed to understand that much of the influence of the Alliance arises from a growing opinion among the public that they are being offered a new party which is not socialist in the real sense, whose social engineering instincts are played down, but which offers a more generous attitude to public services than the present government. It is this that the Tories must rebut if they are to make their case.

Henry Stanhope

The cat-flap murder

So many people have inquired after my aunt's cat, Smuts, who played the piano, that I thought I should now write a sequel about one of the many other events which coloured his 19 years. The one I have chosen is *The Night of the Murder* — a drama in which Smuts himself played only a minor role, but which illustrates the influence which cats of one kind or another have exercised upon our domestic life.

It occurred when the family was living in Llangollen, that picturesque riverside town in what is now Clwyd, North Wales, where Smuts shared the basement of my aunt's house with another family cat called Mrs Dennison: a chic little tabby-and-white who was, in feline terms, a lady of the night. It was not that she was wicked — on the contrary. She was just a girl who couldn't say no with a traditional heart of gold. She gave new meaning, anyway, to the story of the Ladies of Llangollen.

Smuts was a timid young cat who rarely ventured far beyond the tall trees at the bottom of the garden, for fear of getting lost. This was just as well because on the few occasions when he did, he actually did get lost — and would sometimes be absent for days while he found his way back. On one occasion he was missing for a week, and was found by Mrs Dennison, who brought him safely home — bedraggled and shame-faced. She was as streetwise as he was not — and mothered him when she had no kittens of her own. This was not, it must be said, very often.

At the time I now describe she had just made her customary contribution to the feline population of Clwyd, all but one of whom had been dispatched by the local vet. She was allowed to keep this sole survivor, with whom she set up house in the cellar as a single-parent family.

But on this occasion she developed a new and (at the time) inexplicable habit of disappearing every evening with her offspring to the attic, which at that time was full of apples, laid out on trays, after the autumn crop. As the appeal of a shrivelled-up Beauty of Bath at Christmastime is not enhanced by the knowledge that a couple of cats have been sleeping

on it, they were immediately shooed down again. But next night she would hopefully sneak upstairs once more. Eventually the doors were firmly closed on her, confining her to the cellar for the night. "The Murder" occurred shortly afterwards.

It was a fine, moonlit night, crisp and clear — with the sound of owls around the house, crooning the family to sleep. Then suddenly in the early hours of the morning, they were awakened by the most terrible noise from the cellar. Cats were crying and snarling and the sound of crashing bottles and cans disturbed, so they said, half the town. Lights blinked on from upstairs windows like a North Welsh *son et lumière* as everyone, including my grandparents who were staying there at the time, groped for dressing gowns, seized cricket bats and croquet sticks, and made their way fearfully down to the cellar.

There they were greeted by a scene of frightful mayhem. In the middle of upturned baskets, cushions and assorted bric-a-brac, Mrs Dennison, with a torn ear, stood over the body of her dead kitten, while out through the swinging cat-flap, slunk a couple of burly toms, bleeding and dishevelled. One of them bore a strong resemblance to the kitten. Of Smuts there was no sign.

My grandfather, who disliked violence, had palpitations and needed a shot of brandy, while the women tried to comfort Mrs Dennison and started to sweep up the mess. They found Smuts in the process — hiding beneath the tablecloth, where he sought refuge at times of stress.

Mrs Dennison survived the trauma of course, and promptly got pregnant again. But in future she was always allowed to escape with her surviving offspring to the attic in order to avoid any further tugs-of-love with jealous fathers. She always seemed to know when danger threatened — a mother's instinct I suppose.

So that is why any visitor to Llangollen, strolling beside the tumbling Dee at dusk, might still see a pert little tabby-and-white preening herself flirtatiously in the local bracken. Like mother like grand-daughter, I say.

China's great wait

With his reforms apparently stalled, Deng Xiaoping knows that a struggle is taking place to find his successor as leader. Robert Gries reports on the chances for continuing liberalization

Peking. The return to public life this week of Hu Yaobang, two months after his forced resignation as general secretary of the Chinese Communist Party, finds the political stability of Deng Xiaoping's reformist regime no firmer, and the viability of his economic liberalization still in doubt.

It is true that Zhao Ziyang, China's premier and acting party general secretary, appears for the time being to have successfully contained the two-month-old "anti-bourgeois liberalization campaign" that seemed about to paralyse the activities of the nation's intellectuals, students, teachers and academics.

It is also true that Deng has conducted a strong image-building campaign in the last month. He announced that a plan for political reform will be unveiled at the 13th party congress scheduled for October. In addition, an enlarged edition of Deng's collected works, entitled *Build Socialism with Chinese Characteristics* was recently rushed into print.

Still, the Deng-Zhao team face some formidable problems if they are to see through further reform.

Obviously, perhaps, the new collection of Deng's works contains not only his well known theories on reform and the open door, but also many more recent speeches on the need to fight bourgeois liberalization. Chen Pixian, vice-president of the National People's Congress, China's quondam parliament that opened its annual session yesterday, said last week that a draft bill outlining the nationwide implementation of the responsibility system in state-run factories would not be tabled. The bill was a key element of Deng's reforms.

Deng and Zhao must continue to contend with sharp factional

ism within their party that has made implementation of the reforms even more difficult.

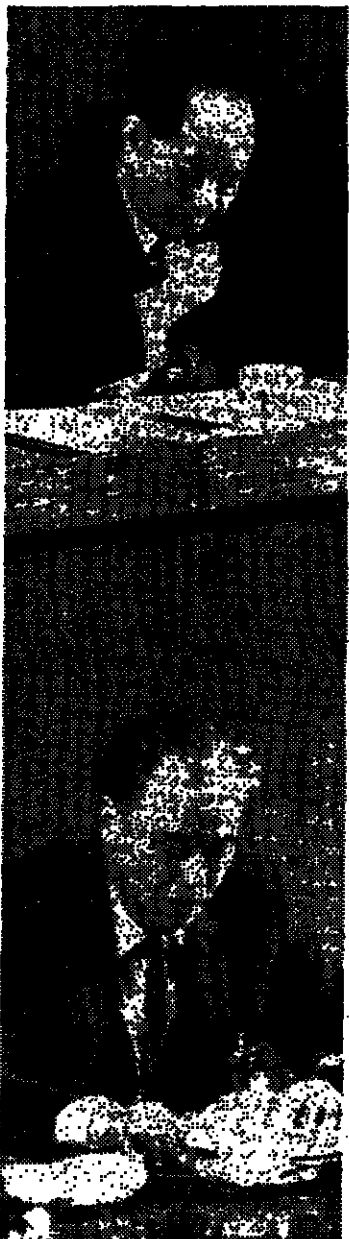
The so-called anti-Western-influence campaign reflected a conservative reaction against the massive student protests that swept 12 Chinese cities in December and early January. The idealistic students who participated called on the central government to provide more democracy and flexibility in everyday Chinese life, from work assignments to voting in local elections.

To conservatives and some older party members the protests resembled a clarion call to anarchy. "We cannot allow ourselves to become another Lebanon," Song Jian, a senior state councillor, told *The Times* in January. Song said that social stability was a key factor in any country's development, and had to be maintained. "Just look at Japan," he advised. The argument that Japan's prosperity derives from its stability has been increasingly heard in the past month as young Chinese contrast their own living standards unfavourably with those in capitalist Japan.

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Social stability has always been the paramount concern of Deng who crushed the Democracy Wall movement in 1980 when he feared it was getting out of hand, and who has lately been described in the official Chinese media as the first to call for the curbing of "anti-bourgeois liberal" tendencies.

With only seven months to the party congress, Deng still does not have in place a successor who is mutually agreeable to both conservative and liberal factions within the party. Deng's frequently stated plans to retire (the date he has most frequently mentioned in the past year is the October congress) may now be postponed even further.



Hu Yaobang at the People's Congress yesterday

Hu had been considered Deng's successor, after a fashion, although even Deng reportedly could not always stomach Hu's relatively flamboyant style. Zhao, currently the regime's caretaker, may turn out to be Deng's heir apparent by default. If he does, China's octogenarian leader may continue his official role for a few

Charles Bremner on the sense of malaise that has overtaken America

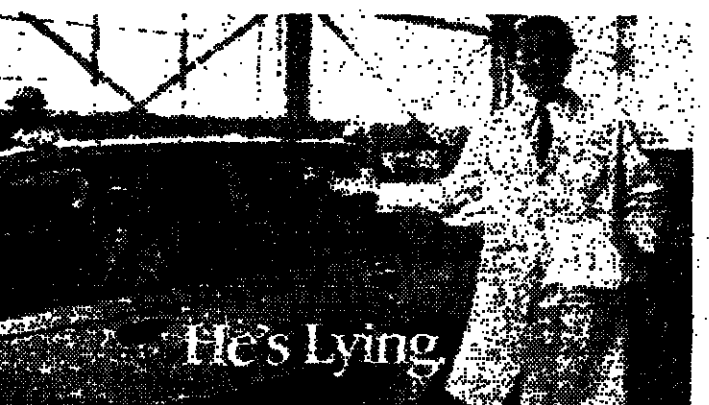
It is hard to believe that last July flag-waving patriotism engulfed America as it fêted the centenary of the Statue of Liberty. Rarely can the public mood of a country have swung as far and fast in just nine months.

Now people are talking with nostalgia of the "realism" of the 1970s, typified by a pessimistic speech made by Jimmy Carter in 1979 in which he diagnosed a national malaise. The Reagan presidency is not felt to have regained for Americans the innocence they believe they lost around the late 1950s, and which they are mourning with a binge of old music, black-and-white advertising, and films like *Peggy Sue Got Married*.

Last year started in disillusion, with the explosion of the Challenger shuttle. But the real jolt came in November with the first hints of White House involvement in illicit arms deal with Iran. Then came the scandals of Wall Street, with revelations of greed and dirty dealing among financiers.

The Reagan boom, wrought at the cost of a gigantic budget deficit, has helped the Yuppie generation but has bypassed millions. The homeless have emerged from subway tunnels and bus shelters to become a reproach on every city street. Aids has spread to the middle-classes just as they were facing up to an epidemic of drug-taking among their children.

Advertisers, sensing the public mood, have toned down the Stars and Stripes imagery and invented the lying commercial. In the most famous example, a sleazy white-coated salesman makes out-



The Isuzu advertisement: a metaphor for decay?

If only we'd listened to Jimmy Carter

gious boasts for the Isuzu car, claiming it costs \$9 and "if you buy early you'll get a free house". Underneath, a caption says simply: "He's lying." Barbara Lippert of *Adweek* magazine noted recently that the Isuzu ad and imitations of it "became the easiest metaphor for describing the Iran-Contra affair and the general decay that seems to be affecting Wall Street and our culture."

In a survey last month, *U.S. News and World Report* found a degree of dismay over public morality higher than at any time since the Watergate. One in four citizens thought the president regularly lied; a statistic that would have been unthinkable in

the original Reagan euphoria. The 1920s are being increasingly invoked as the best comparison with the present. "Not since the 1920s, a decade that these Teflon Years increasingly resemble," wrote Haynes Johnson of *The Washington Post*, "has the nation witnessed so much common celebration of greed and selfishness." Manhattan was still rife with people "going for it", he said, and the highest-flying Harvard graduates were still flocking to investment banking to make their million before 28.

America is stumbling in a moral fog far removed from the "traditional values" that the country believed were being resurrected with the election of the con-

vative president. Present values were starkly illustrated last year when a New York student handed in a purse she found containing \$1,000. No one congratulated her.

Educators and politicians are worried about a malaise among the young. A rash of teenage suicides across the country, sparked by the deaths of four in a new Jersey garage, has testified to a sense of helplessness. The biggest hit film at the moment is *Nightmare on Elm Street 3*, a teen-horror epic that dwells on suicide.

Responding to the moral vacuum, the new Christian right is on the march, filing law suits in several states over textbooks that they say promote godless "humanistic" values. While teachers in many states fight shy of moral issues, California has just ordered its teachers to discuss them and re-emphasize the values of the community as the anchor of society. Moral literature, from Aeschylus to the Bible, is back on the reading-list.

There are already signs that some young Americans are moving away from the self-indulgence that became the Yuppie credo, and expressing their patriotism through community service. Morality is already being stalked out as one of the top issues for the 1988 presidential election. In a little-noted speech the other day, Richard Gephardt, the Democrats' first declared presidential candidate, tore into the prevailing climate of greed: "The recent scandals... tell us that there are people who are more interested in playing for high stakes than in working for the good of the nation."

THE ARTS

Nose for a story

"Oh bang", Harriet let slip to Winsey with only a trace of irony as she discussed in prison her defence against the charge of murder in *Strong Poison* (BBC2), the first of three of Dorothy L. Sayers's celebrated Winsey/Vane thrillers to be serialised. *Have His Carcase* and *Gaudy Night* are to follow. "Death" may be his middle name, but Winsey was of course having no talk of hanging, what with all the extended pains and suspended

TELEVISION

pleasures of his fettering of that "emancipated" woman to come. (What she eventually finds "God-like" in him is his ability to "control a horse".) Just as Winsey had no desire to have Miss Vane sent down, the BBC, judging from the first episode, was not inclined to have *Strong Poison* sent up. The casting helped. Neither Edward Petherbridge nor Harriet Walter has based a great reputation on milking easy laughs. Petherbridge brings to the part of Lord Peter "all nerves and nose", and Walter, though possessing a most haunting beauty, has never been short of these qualities in her work. (Indeed, I trust that this fine-looking couple will enable the nose to resume its rightful place, so prominent in Thirties and Forties films, as a romantic lead.)

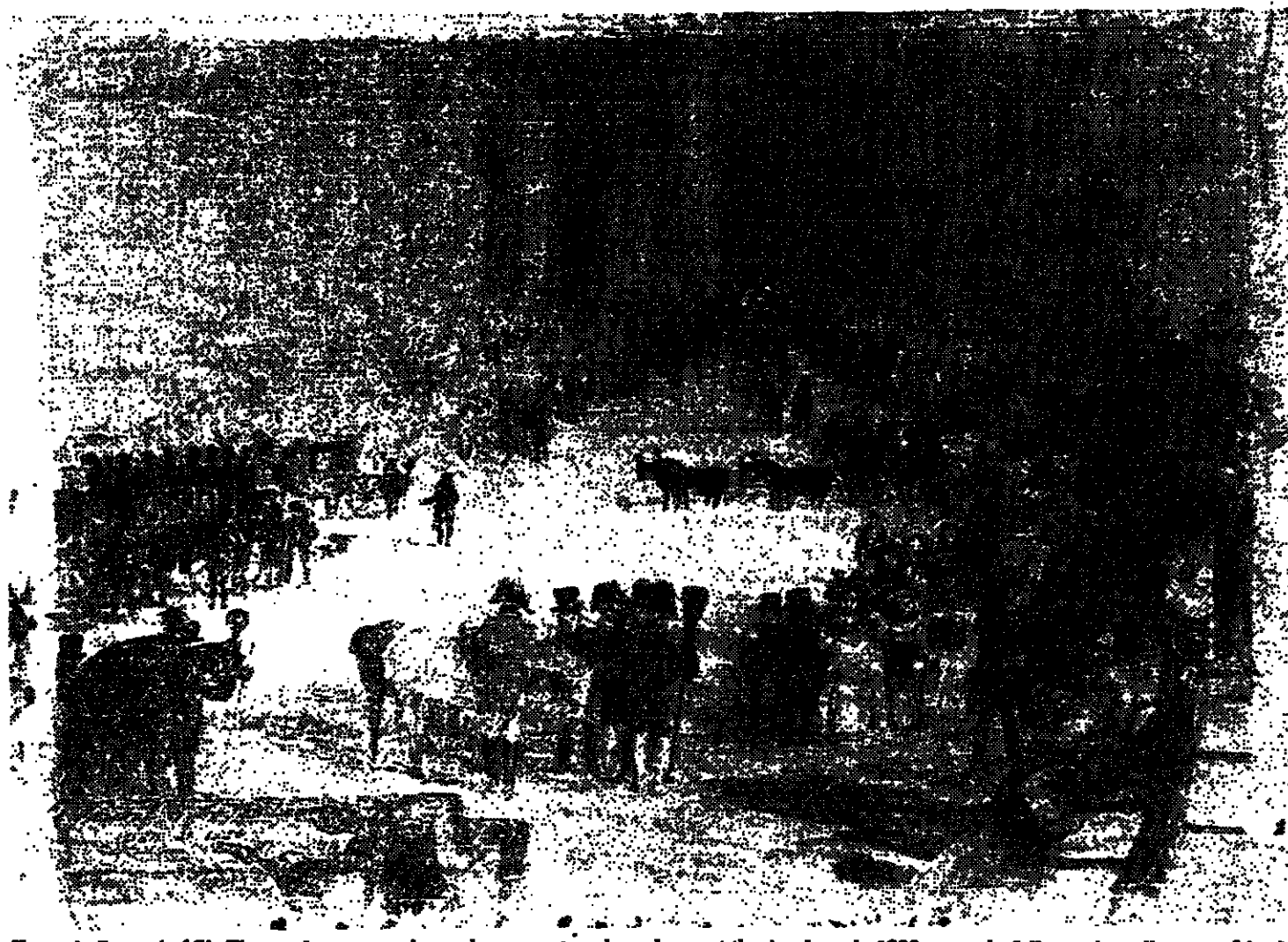
However, if Lord Peter, who eventually weds with "primrose-coloured hair" and "a tone-symphony in monochrome" of spats, trousers and shoes, is going to get through his courting in these early mysteries by becoming a figure of ridicule, there is going to have to be some pruning: it is unlikely that a modern audience will show the same indulgence to Lord Peter's little whimsies as his formidable creator.

Certainly, there was less talk than in the book of the "beaux yeux" of the victim and of being as divine as "a teatray in the sky", and I do not think the Hon Freddy even asked Winsey to "fold a chop into the system". Also Lord Peter's "man", Bunter (Richard Moran), seemed not born to serve so much as a willing participant in a job-creation scheme. There was some filling in, though, as the judge's long summing up, which opens the book, was illustrated with shots, albeit repeated, of the actor's nightmare: dying in the first episode. Who poisoned him and how? All I will say is that, if Sayers is meant to have coined "Guinness is good for you", Fay Weldon supposedly invented "Go to work on an egg".

Andrew Hislop

Wonders revealed as never before

With next week's royal opening of the Clore Gallery for the Turner Collection, the dying wishes of Britain's greatest painter are realized at last: Evelyn Joll, Chairman of Agnew's, assesses the achievement



Turner's Funeral of Sir Thomas Lawrence, a lesser-known watercolour shown at the Academy in 1830, a wonderfully moving tribute to a friend

entrance to the first room is painted in two bands of purple and turquoise which do not so much catch the eye as assault it. The first picture that one sees is *Hannibal Crossing the Alps*, which immediately seems much darker than one remembered. This impression is confirmed by the appearance of other pictures in the same room, and the reason is that the colour of the walls, a chill shade of oatmeal, is far too light.

This is the fundamental and most crucial mistake in the whole gallery, for this choice of colour does an equal disservice to both the early and the late pictures: the early ones appear like black holes in the walls, while part of the wonderfully luminous quality of a late work such as *Northam Castle, Sunrise* is lost against such an inimical background. A further handicap to our enjoyment is that the dado in the galleries is too low, which in turn means that the large pictures have to be hung too low. This is a pity in view of the fact that there has recently been an en-

couraging reaction in public collections in Britain against the view that pictures should be hung at a height most convenient for the average six-year-old. The impact of Turners such as the famous *Shipwreck* gains immensely from them being hung high, but this is unfortunately not possible at the Clore.

These defects might appear almost overwhelming, but there are four reasons why they are not. First, the rooms are well proportioned; second, they are lit by natural light from the roof, and this is very successful; third, the pictures have been arranged with great imagination and exceptional understanding of Turner's aims; and, finally, there is the greatness of Turner himself which overcomes all handicaps so comprehensively that they are soon forgotten.

The arrangement of the pictures is mainly due to Andrew Wilton, the Curator of the Clore Gallery, and to his colleagues, especially Martin Butlin, the Keeper of the Historic British Collection at the Tate. There are eight main galleries

devoted to oils and Andrew Wilton has hung each on a particular theme in order to illustrate most intelligibly the main preoccupations that shaped Turner's artistic development. This is a divergence from the usual strictly chronological survey of Turner's work and it at once becomes clear that this method is a triumphant success.

It is especially important that the Turners from the National Gallery will come to the Clore for its opening. Even if the present plan is that they will only remain there for six months, it encourages the hope that the two galleries will continue to exchange Turners in the future. Indeed, with such riches to draw on, any other arrangement seems absurdly inflexible.

Then there are three major pictures, all recently cleaned, which have not been seen for years at the Tate. These are the rather gory *Apollo and Python* of 1811 which Ruskin considered as "one of the very noblest of all Turner's work", *Dido and Aeneas*, exhibited in 1814, which shows Turner tackling

a Claudian subject in a manner that is now entirely his own, and *The Field of Waterloo* of 1818 which carries Turner's clear condemnation of war.

It seems certain that one of the most popular rooms in the Clore will be that devoted to pictures of Venice, for their effect is breathtaking. Although Turner visited Venice in 1819, his first Venetian oil was not painted until 1833, and thus just before his second visit. This picture, *Bridge of Sighs, Ducal Palace and Custom-House, Venice*, painted in 1843, shows how strong Canaletto's influence was on Turner. This persisted in Turner's Venetian views for several years, as is evident from *Venice: Bridge of Sighs*, exhibited in 1840, and illustrated here. It was not until after 1840 that Turner flooded his Venetian canvases with so much light and colour that the buildings seem about to dissolve into the mists of the Lagoon.

Also in this room there are seven unfinished canvases which are shown without frames in order to emphasize the difference between

exhibited pictures and sketches. These sketches show figures blocked in, which proves that Turner intended them to form an integral part of the composition, thus exploding the theory that he added figures only at the last moment as a sop to popular demand.

The linking corridor gallery, which contains some of Turner's largest pictures, is devoted to "Italy and Antiquity". Here one feels concern that the space is too narrow so that, when crowded with visitors, someone backing away to get a better view of a large picture might collide with someone else opposite doing the same. This corridor ends in the gallery full of late masterpieces, surely one of the most thrilling rooms in any museum in the world. Opposite the entrance is *The Opening of the Walhalla, 1842*, which Turner sent to the "Congress of European Art" in Munich in 1845. There it was so severely criticized that it was not until 1975 that a public collection in Germany acquired a painting by Turner, when Munich made amends by buying *Ostend*, a late seapiece exhibited in 1844.

The ninth gallery is devoted to watercolours, and fortunately these are hung on a far more sympathetic background. Given the astounding riches of the Turner Bequest, it is not surprising that the opening display of nearly 70 watercolours provides a superb survey of Turner's range in this medium, from the restrained topographical works of the 1790s to the brilliant Venetian and Swiss sketches of 1840 and later, that blaze with colour. And hanging alone on a screen is the *Funeral of Sir Thomas Lawrence*, which Turner showed at the Royal Academy in 1830. Turner had been sincerely attached to Lawrence and this watercolour, which contrasts the funeral black of the mourners with the whiteness of the snow outside St Paul's, is a wonderfully moving tribute to his friend.

The Clore Gallery, despite its faults, fulfils the dream of all Turner enthusiasts in bringing together the oils and the watercolours so that we now have the means to judge Turner whole. The artist's own often quoted plea — "What is the use of them but altogether?", although he certainly did not mean it to include his watercolours — has at last been answered.

A new book on Turner by Dr John Gage is subtitled "A Wonderful range of Mind". This was Constable's opinion, quoted in a letter written to his fiancée in 1813, after he had sat next to Turner at dinner one night at the Royal Academy. The supreme achievement of the way the Clore Gallery has been arranged is that it not only confirms Constable's view but enables us to appreciate how Turner's intellect continued to expand as he grew older. This is what establishes him as unquestionably our greatest painter.

Manhattan all in a spin

Laying my insular cards on the table, this five-character songspiel strikes me as a better advertisement for the production standards of the Manchester Library Theatre than for the work of its off-Broadway composer-lyricist, William Finn.

In 70 breathless minutes, Mr Finn takes us through an everyday Manhattan story of a man who moves in with a homosexual lover, leaving his wife to melt into the arms of her psychiatrist, while the couple's stoical son sits playing chess until his deranged elders have sorted themselves out. The action consists of a five-pointed triangle spinning at a rate that turns consecutive narrative into a directionless fur.

It was a bold move to present this material as an uninterrupted sequence of numbers covering everything from analytic sessions to the lover's complaint that he is always expected to cook the dinner. But the material would be intolerable in any other form. It reflects the insecure, style-obsessed world of Jewish New York. You might describe it as a Woody

THEATRE

March of the Falsettos

Albery

Allen comedy with music instead of jokes, except that without the music there would be hardly anything left apart from the old Broadway prescription of love as the cure for all earthly discontents.

The speed of the piece may reflect the nifty tempo of the characters' lives, but it also has the practical use of leaving the spectator no time to consider whether the events add up.

Mr Finn writes metrically ingenious lyrics which generally tackle their subject from an oblique angle so as to disguise an underlying cliché. The same goes for his dramatic situations. Combat is reserved for the scenes between the lovers, where it is treated as an erotic game. The music is chirpy and spiky, with busy choral accompaniment. In all departments there is a sense of mechani-

cally strained effects, with the result that the music never breathes and is forgotten as soon as heard.

Going a long way to compensate for this is the high-precision attack of Roger Haines's production. It is set in a glittering metal box (by Chris Kinman) backed with louvered silver struts that reflect the company as if in a fish-tank. It is the image of a sleek urban prison that drives its inmates to sex as their last contact with nature.

From the opening number ("Four Jews in a Room Bitching") the show goes into pulsating overdrive that manages to preserve the individuality of each performer. It is not a question of character, but of registering the exact gestures and postures of different Manhattan types. They may not make sense of the events: but the profiles of Martin Smith and Simon Green as the husband and his pretty companion, and Barry James as the analyst as insecure as his clients, are incisively drawn as a Hirschfeld cartoon.

Irving Wardle



Incisively drawn as a Hirschfeld cartoon: Simon Green (left), Barry James, Martin Smith

CONCERTS

ASMF/Marriner

Festival Hall

Sometimes, if one takes the trouble to think about it, what at first seems to be a perfectly standard concert programme may actually be quite bizarre. Take this concert, given by the Academy of St Martin-in-the-Fields and Sir Neville Marriner. It was in the regular format of overture, concerto and symphony, although there was also a little bonus in the form of Fauré's sombre *Elégie* for cello and orchestra. But overture, concerto and symphony were by Vaughan Williams, Schumann and Beethoven respectively, composers who have very little in common with each other, or with Fauré for that matter. So much for contextual listening.

If in its bizarre programming this seemed complacent, the performances were excellent. Heinrich Schütz's playing of the Schumann Cello Concerto contained just the right mixture of heroics and humility, sweeping and full-toned where it needed to be, crisp and businesslike elsewhere. Although the very end of this extraordinary one-movement hybrid was a little flustered. In the Fauré, an exquisitely orchestrated miniature, he wisely resisted the temptation of falling into the trap of over-sentimentalizing. But this was

an evening when clarity reigned in all things, as is usual when Sir Neville is around.

His reading of Beethoven's Eighth Symphony began with a first movement that measured its progress with surprising deliberation. That meant that he was able to attend more carefully than many others do to matters of detail and, with the Academy's wind players in superb form, the colours of this score emerged newly vibrant. It also meant that what came afterwards sounded lighter, fleetier than usual. The second movement was all elegant control, its unceremonious ending nicely judged, while the minuet was garnished with some fine wind solos. The heading rush of the finale was eminently sharp-edged, but then Vaughan Williams's *Wasp Overture* had already loosened the orchestra up at the beginning.

Stephen Pettitt

City University

SO/Singer

St John's

The sixtieth birthday of Wilfred Josephs falls in July, but the party started with this cheery, if variably executed, concert by City University students under Malcolm Singer's direction. With 10 symphonies, 16 concertos, 60 film scores and 100 television scores to his name (to say nothing of *Rebecca*, which

Raimondi deserts new opera

Ruggiero Raimondi, the Italian bass-baritone, has withdrawn from the premiere of Rolf Liebermann's opera *The Forest* at the Grand Theatre, Geneva, just before the start of rehearsals. Liebermann had written the leading masculine role with Raimondi in mind, and the contract for him to play it was signed two years ago. The Grand Theatre has described Raimondi's decision as "irresponsible" and goes on to say that "it indicates a deep disdain for the composer, the opera, the Grand Theatre and the public". Raimondi will be replaced by Jean Philippe Courtis. Jeffrey Tate conducts.

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سازمان اهل

Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share
1623.0 (-2.2)
FT-SE 100
2042.9 (-13.3)

Bargains
51349 (51358)

USM (Datastream)
166.47 (+0.64)

THE POUND

US dollar
1.6080 (-0.0055)

W German mark
2.9318 (-0.0027)

Trade-weighted
72.1 (-0.1)

Japanese
confirm
C&W ban

The Japanese minister of post and telecommunications has restated his determination to exclude Cable and Wireless from the proposed Japanese telecommunications group to Kokusai Denshin Denwa.

Mr Shunjiro Karasawa told Mr Malcolm Baldrige, the US Secretary of Commerce, that the ministry did not want an international telecommunications group such as C&W holding a managerial role in the company.

But it has no objection to domestic groups such as Pacific Telesis or non-telecommunications firms such as Merrill Lynch participating in the proposed company.

The government, he said, wanted to create competition for the existing KDD service but to create more than one company would be contrary to the spirit of the communications law.

New chairman
for News Int

Mr Richard Searby, QC, chairman of the News Corporation, has become chairman of News International.

Mr Rupert Murdoch, who was chairman of News International, remains the company's chief executive.

Mr Murdoch said yesterday: "I am very pleased that Mr Searby is undertaking this role which will ease the weight of my growing responsibilities."

Gold shines

The London gold price yesterday broke out of its recent mould, and in aggressive trading on the back of a weaker dollar reached \$415.50 an ounce. The metal closed at \$413.75 an ounce, for a \$5 rise on the day.

Tricentral loss

Tricentral, the independent oil company, reported an \$8.3 million pretax loss for the year to December 31, 1986, compared with a profit of \$26.5 million the previous year. No dividend will be paid.

Tempus, page 27

MEPC offer

The offer by MEPC for Oldham has become wholly unconditional after the announcement that the proposed acquisition is not to be referred to the monopolies commission.

Reuters agrees

Reuters Holdings has reached agreement in principle to acquire I P Sharp Associates of Toronto, for \$30.4 million. Shareholders may elect to receive cash or shares or a mixture of both.

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Financial services growth planned

Record £1.4bn
profit at BAT

By Colin Campbell

BAT Industries, one of the world's largest tobacco companies, with interests in Saks Fifth Avenue, Eagle Star Holdings, Argos Distributors, and Wiggins Teape, yesterday reported 1986 annual sales of £19.2 billion, compared with £17.1 billion for the previous year, and pretax profits of £227 million higher at a record £1.39 billion.

The final dividend is being raised from 7.35p to 8.8p a share, making 14.3p (12.1p) for the year. Shareholders are again given the option of taking the dividend in additional shares or in a combination of cash and shares. Since 1982, BAT has raised its dividend by 108 per cent.

Analysts expecting pretax profits of £1.55 billion for this year, based on a dollar-sterling rate of \$1.60, see no reason why the dividend should not continue to rise.

However, the shares ran into profit-taking yesterday on the results, losing 11p to 524p.

Mr Patrick Sheehy, the chairman, disclosed a host of records, and emphasized that tobacco interests only account for 50 per cent of group profits, after dominating the profits table four years ago. With the planned expansion

of non-tobacco interests this year, that contribution is expected to fall further.

Strong performances were seen from Argos, Saks Fifth Avenue, with two milestones — sales breached \$1 billion (£650 million) and profits reached \$100 million; and the Eagle Star insurance group.

Tempus, page 27

and Allied Dunbar in the field of financial services. This area, which BAT moved into three years ago, is responsible for 19 per cent of group profits at present, and is expected to become increasingly important.

Europe and North America account for almost 80 per cent of group profit. Stronger growth in the US, particularly in financial services, remains a priority. Other areas where BAT would like to expand are financial services in general, including possible further acquisitions in Britain, and paper and retailing.

Of the group's £1.52 billion trading profit, tobacco accounted for £764 million, retailing £211 million, paper £217 million, and financial services £282 million. Other

trading activities brought in £41 million. Geographically, North America generated 44 per cent of group trading profit and Britain 23 per cent, equivalent to £353 million.

After 1985's £529 million investment in new businesses, BAT made only modest investments last year. However, it sold 88 Batus retail stores in the US for \$644 million cash. Grovewood Securities realized £142 million, and the West German home improvements business was also sold.

Mr Sheehy said he saw no conflict of interests between tobacco and insurance, nor in having two insurance investments in competition.

"The life companies can swim around in that great pond without clashing into each other," he said.

BAT's capital spending last year totalled £400 million, including additional investments in US retailing and Argos supermarkets. There was also a marketing drive on the tobacco front in Japan.

The board will detail trading patterns in the first quarter of 1987 at the annual meeting on May 28.



No conflict of interest: Patrick Sheehy of BAT

Dollar support
calms markets

By David Smith, Economics Correspondent

The dollar support operation by the leading central banks succeeded in steadying currency markets yesterday. Dealers said that the outlook for the dollar was still bearish but that the markets would be wary of driving down the currency for fear of central bank intervention.

The Bundesbank intervened in support of the dollar yesterday, complementing the recent support by the Bank of Japan, the Bank of England and the Federal Reserve Bank of New York. The Bank of Japan was also present in the market yesterday.

The dollar closed barely changed on the day at ¥149.10 after dipping to ¥148.50, and from DM1.8210 to DM1.8255.

European central bank officials said that the intervention was in the spirit of last month's Paris currency accord between the six leading industrial countries. Earlier, dealers were running ahead too fast.

Very little intervention by the Bank was detected by dealers yesterday but sterling slipped ahead of the February trade figures, due today. The pound fell by 55 points to \$1.6060 and the sterling index fell 0.1 to 72.1.

Booming Hepworth
seeks an acquisition

By Michael Tate

Figures from Hepworth Ceramic, the clay pipes, sands and plastics group, underline the company's need for a large acquisition that the City is convinced is imminent.

Profits rose from £33.5 million to £41 million in 1986, but the company said that the improvement had come from "increases in efficiency, more focused marketing, and better control of working capital."

In most of the areas in which Hepworth operates, either has the lion's share of the market, or demand has at best flattened out, or both, and cost-cutting alone is not a recipe for continuing growth.

Although the chief executive, Mr Sinclair Thomson, sees more potential than he did when he arrived nine months ago, even he admits to "a need to diversify."

It is an open secret that Hepworth, which filed for Birmid Quicquast last month, but found the price too high, is keen on parts of TI, Mr Thomson's former employer. But his response remains a strict "no comment."

Birmid, which made Hepworth a dealing profit of just under £2 million, would have cost Hepworth about £200 million. That would have been no problem to a company which yesterday boasted shareholders' funds of £160.6 million at December 31 and gearing at 4.9 per cent.

Hepworth's earnings per share rose by 33 per cent to 17.1p, and the final dividend is being raised to 5.18p.

Bejam link
abandoned
by Iceland

By Cliff Feltham

The freezer centre chain, Iceland Frozen Foods, appears to have abandoned plans for a merger with its arch rival, Bejam.

"The two of us could have got on well together but they wanted too much money," the Iceland chairman, Mr Malcolm Walker, admitted yesterday.

Iceland has shrugged off the disappointment and yesterday announced pretax profits for last year up 33 per cent to £5.11 million.

The company is raising £10.4 million from its shareholders by asking them to subscribe to one new share at 30p for every eight already held. In the stock market the existing shares went 2p better at 34p.

The cash will be used to enable Iceland to continue its expansion programme, involving the opening of 20 stores to increase the size of the chain to more than 150. The company is planning to increase the number of its outlets in the more profitable South-east.

Mr Walker explained: "In the North-west, where we are mainly based, we have to face fierce competition from the big supermarkets. The competition is not anywhere near as bad in the South-east."

Iceland has now taken about 3.5 per cent of the total frozen food market in Britain, raising its stake at a time when other operators are standing still.

So far this year the market has been buoyant.

Babcock's figures
beat expectations

By Our City Staff

Babcock International, Britain's biggest supplier of boilers to the power industry, yesterday announced a better-than-expected profit of £37.1 million.

The result represents a 7.5 per cent improvement on 1985's £34.6 million, but if a pension fund gain is excluded, the previous year's 21 per cent underlying improvement is 21 per cent.

Babcock, which has been cutting back its workforce because of delays in power station orders, paid out another £7.1 million in redundancy costs last year, up £2.3 million on 1985.

Lord King, the chairman, said the slowdown of the motor industry in the US was affecting the group's components and engineering operations there.

He predicted overall profitability in Britain would improve when the Central



Electricity Generating Board ordering programme for nuclear, coal and oil-fired power stations got under way.

Overall, Lord King said further progress would be made by Babcock in the current financial year. Shareholders will get a total dividend payout of 8.7p, up almost 14 per cent.

BP chief urges tax aid
for opening oil fields

By David Young, Energy Correspondent

Sir Peter Walters, chairman of BP, has called for governments around the world to match oil company initiatives in cutting costs with tax cuts which will allow the industry to develop new oil fields in an era of lower oil prices.

He has suggested that taxation of earnings from oil fields could in some way be index-linked to the world oil prices. This would provide the element of stability that he and others in the industry have urged for several years.

BP, the company through which the Government hopes to raise about £5 billion by selling the 32 per cent state holding, has also revealed that it has paid compensation of more than \$1 million (£621,118) to the former chairman of the company.

The BP annual report shows that for January, February and March last year, Mr Alton Whitehouse was paid \$156,250 and that he received \$1,108,497 for loss of office. His salary during 1985 had been \$852,800, which compares with the earnings of Sir Peter Walters, the BP chairman, at just under \$305,000 during 1986.

Sir Peter told shareholders: "The industry under the pressure of lower prices must develop lower cost technology which will contribute to the search for profitable developments in the new environment. BP hopes to be in the forefront of this technology drive."

Governments should encourage long-term reinvestment by allowing the industry to retain a higher proportion of the cash flow from operating fields for new developments, he said.

Ibstock soars by 63%

By Our City Staff

Ibstock Johnson, the brick manufacturer, beat market expectations for its 1986 results yesterday with a 63 per cent increase in pretax profits to £18.5 million. The share price rose 9p to 269p.

Earnings per share rose from 13.2p to 19.4p. A final dividend of 4.3p was declared, making a total of 6p for the year. A one-for-one scrip issue is proposed.

Under the new managing director, Mr Peter Woodman, who joined this month from Tarmac, Ibstock plans to develop further its brick business and to broaden its product base, both organically and by acquisition. Areas of interest include clay tiles.

Buoyant trading throughout the group characterized the second half of the year. The improvement in US profits — previously a problem area — from £0.3 million to £5.1 million was particularly encouraging.

Cambridge is back at 130p

By Our City Staff

A price tag of 130p has been put on shares in the Cambridge Instrument Company, the international technology and precision instruments business which is coming to the market next week. This value is the company at £127 million.

Kleinwort Benson is offering 26.3 million shares — representing 37.1 per cent of the enlarged ordinary share capital — 28 million of which are new shares. The estimated net proceeds of the issue are £33.4 million.

On forecast profits of £7.5 million for the year to the end of this month and earnings per share of 6.78p, on a notional 35 per cent tax charge, the shares are on a price/earnings ratio of 19.2 times.

Application lists will open and close on Wednesday, April 1. Dealings are expected to start a week later.

At least half of the proceeds of the issue will be used to pay off the group's borrowings of about £15 million and to redeem the preference shares.

On the basis of the 0.7p dividend payable for the year, the shares yield 0.76 per cent at the offer price. Taking account of the net proceeds of the issue, the asset value per share will be 74.3p.

As part of the underwriting arrangements, certain institutional investors are being allocated 14.5 million shares or 40 per cent of the offered shares.

BICC through
£100m profits
level again

By Alexandra Jackson

Pretax profits from BICC, the engineering, cables and construction group, broke through the £100 million level yesterday for the first time since 1981.

In the year to the end of last December, BICC reported a pretax figure of £101 million compared to £92 million in 1985. Turnover was marginally ahead at £2.14 billion compared to £2.11 billion the previous year.

Earnings per share advanced from 20.3p to 22.7p. A final dividend of 8.25p was declared making a total of 11.75 pence for the year.

Last month, Mr Robin Biggam was appointed chief executive of BICC, having been managing director since February last year. Under his management the group intends to enhance its competitive position by further cost cutting and by improving its product range and service.

Notable features of the results included a sharp reduction in the group's borrowings which fell by £85 million to £23 million and now represent 6 per cent of shareholders' funds compared to 31 per cent at the end of 1985.

Exchange rate movements reduced pretax profits by £8.1 million. Most of the damage was done in Australia where the group has an associate company, Metal Manufactures. This currency movement was the principal factor pushing profits from BICC International down by £8.4 million to £51.6 million.

The biggest divisional advance was made by Balfour Beatty, the construction company, which reported a 40 per cent increase in operating profits to £27.2 million.

BICC Cables, which has been undergoing a stringent restructuring programme, reported slightly lower profits at £23.5 million compared to £24.1 million in 1985. BICC Tempus, page 27

Technologies advanced from £7.3 million to £11.5 million.

The recovery at BICC has been under way since 1983 when profits fell back to £82 million.

However, analysts were over ambitious about their 1986 forecasts early in the year and had to downgrade their estimates by more than 20 per cent, causing some weakness in the share price.

Even so, the company presented itself confidently to the City yesterday and the pundits now appear to be more convinced that the recovery at BICC is again coming through. The share price rose 9p to 353p.

Britannia Arrow
approaches £30m

By Richard Thomson, Banking Correspondent

Britannia Arrow, the fund management, revealed a 50 per cent rise in pretax profits for 1986, from £19.7 million to £29.5 million. They are the first full year results to include those of Montagu Investment Management, which merged with Britannia last year.

Profits from international investment management rose sharply from £6 million to £10.7 million although Britannia's biggest expansion overseas came only in November last year when it bought Invesco, the US fund management group for £47 million.

The current figures, therefore, include only about £400,000 of Invesco profits, representing a few weeks of the company's earnings. Sir Geoffrey Rippon, the chairman of Britannia, said that the international side of the business had performed well across the board.

Domestic fund management moved ahead from £7.2 million to £10.5 million including MIM's results. The

merchant banking arm, Singer and Friedlander, produced a £2 million increase in profits to £12 million. Sir Geoffrey said that a conservative policy towards provisions for bad debts had held back the profits in what had been a good year.

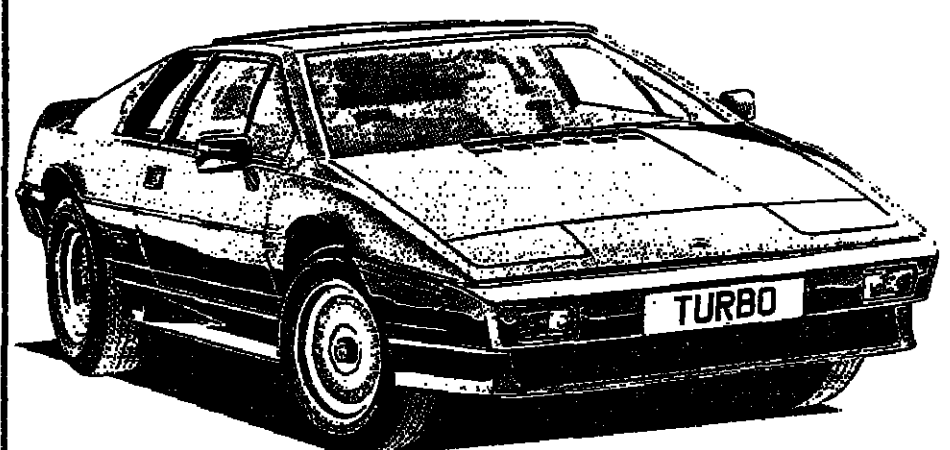
Britannia is paying a full year dividend of 5p compared with 4.2p the year before. Earnings per share rose by 29 per cent, reaching 10.24p fully diluted after the rights issue connected with the merger with MIM.

Sir Geoffrey said that trading in the first two months of 1987 had been strong and anticipated a successful year.

Veneer buyout

The new boardroom team at The Times Veneer Company, the timber firm, is taking over Lexterton, the reproduction furniture retailers, for £10.9 million and is selling its old established veneer business to the management.

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MARKET SUMMARY

STOCK MARKETS	
New York	2363.35 (-5.83)
Dow Jones	21472.97 (+37.57)
Hong Kong	2831.50 (+8.43)
Amsterdam Gen	278.8 (-2.0)
Sydney, All	1678.5 (+1.47)
Frankfurt	1700.5 (+10.2)
Brussels	454.82 (-7.43)
General CAC	458.2 (+1.4)
Zurich S&K Gen	533.30 (+10.0)
London: FT. A	n/a
FT. Gilt	81.56 (-0.10)
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MAIN PRICE CHANGES	
RISES:	
Standard & Chart.	800p (+21p)
Exel Group	549p (+51p)
Fothergill Harvey	353p (+18p)
Helical Bar	880p (+20p)
Pickering Bros.	870p (+20p)
Scandinavia	185p (+35p)
Wordplex	165p (+23p)
VG Instruments	531p (+31p)
Nichols Vinto	290p (+25p)
Emrose Corp.	291p (+35p)
Gordon Russell	285p (+21p)
Apex Props.	150p (+15p)
Tops Estates	525p (+50p)
ICI	845p (+20p)
Johnson Group	845p (+20p)
Armstrong Equip.	181p (+20p)
FALLS:	
Glen	1515p (-25p)
Wellcome	879p (-38p)
BP	879p (-21p)
Hilldown Hids	255p (-16p)
Prices are as at 4pm	
GOLD	
London: Fixing	
AM \$415.00 PM \$413.70	
CLOS \$413.50-414.00 (\$257.00)	
New York	
Comex \$413.50-414.10	
NORTH SEA OIL	
Brent (May), pm \$17.90 (\$17.90)	
Dumco (May), last trading price	
London: New York:	
\$: \$1.6080	\$: \$1.6060
\$: DM1.2250	\$: DM1.2250
\$: Sfr7.5245	\$: Sfr7.5245
\$: FF9.7565	\$: FF9.7565
\$: Yen289.45	\$: Yen289.45
\$: Index102.1	\$: Index102.1
ECU 5/10	ECU 5/10

STOCK MARKET

Unigate soars on bid hopes and higher profit forecast

Full financial statements will be delivered to the Registrar of Companies and carry an unqualified audit report. The full results are being posted to shareholders and copies are available from the Company Secretary, BAJ Industries p.l.c., Windsor House, 50 Victoria Street, London SW6 0LN.

THE TIMES CITY DIARY

Happy Harry

After 25 years of blissful marriage, Harry Solomon, head of the meteoric food-furniture group Hillsdown Holdings, says he will never trust his wife again. The occasion, which is said to have turned him as white as a sheet before causing him to burst into tears, was a surprise 50th birthday party at posh Islington restaurant Frederick's. "My wife Judy organized it all, and even arranged for me to be sent an invitation supposedly to somebody else's party at the same restaurant," Harry says. As he walked into the crowded room a band struck up "Happy Birthday" and well on to play "I'm just wild about Harry". "I was very emotional," admits the popular Middlesbrough lad, "but it was a wonderful evening - going on until gone midnight." The star studded guest list - of more than 100 old friends - included actress Una Stubbs and Ladbroke chairman Cyril Stein.



"It used to be their productivity record we studied. Now, it seems it's their damned prison record!"

Overloaded

There are so many oil analysts nowadays that Tricentral is having to turn them away. To keep numbers down at yesterday's analysts' meeting, it allowed only one from each firm and still ended up with 35 for coffee and biscuits and a chat with the chairman, James Longcroft. If it had allowed all the analysts who wanted to come, it would have had an audience of 50. Not bad for a company which lost more than £8 million in 1986.

One of the companies Heworth Ceramics has found surplus to its requirements is its US clay pipe operation, WS Dickey. Heworth chief executive Stanley Thomson swears the name had no bearing on the decision, even though the business is run by a "very competent manager called McNam".

Chink of light

Another chink in a Chinese wall? Kleinwort Greaveson's Luke Johnson has been talking about a £6 a share offer for Exel next month from publisher Robert Maxwell - who this week increased his share stake in the information service group to 26.4 per cent. Kleinwort Greaveson should have a better idea than most. Until it merged with Kleinwort last year, Greaveson worked for Captain Bob but Kleinwort's association with Exel meant that he had to find another stockbroker.

Red faces, I hear, in the BBC's television newsroom. Its lunchtime news bulletin last week about the results and privatization of Rolls-Royce, the aero engine group, was accompanied pictorially not by a line up of 747s and jumbo jets, but by a collection of shiny Rolls-Royce cars.

Sykes success

Hugh Sykes is a man with the midas touch. Since leaving Steeley, the building products group, as managing director 10 years ago, Sykes, aged 54, has amassed a personal fortune well in excess of £10 million. Sykes himself is discreet about his worth. "The first million is something of a milestone but after that it doesn't really matter," he says. As well as sitting on the Harris Queensway board as deputy chairman he is also chairman of Thermal Scientific - a post he considers his full time job. Since Thermal was floated on the USM in 1983, it has grown in value from £3 million to £70 million. And now he looks set to do it again. Yesterday he unveiled the results of his other USM vehicle, Technical Component Industries, where he has a 40 per cent stake. Profits doubled to £658,000 and should more than double again this year. TCL, when it was floated just over a year ago, was also capitalized at £3 million and is now worth £13 million. "It still has some way to go," says Sykes.

If you work in the City you will probably have heard all about Puppies and Dinkies - double income no kids yet. But have you heard the latest nickname for post-Big Bang workaholics - Bobos? It stands, I'm told, for burnt out but opulent. Everybody must know one.

Carol Leonard

The complex side to North-South divide

As the general election approaches, there are signs that regional policy may be coming back into fashion.

If this is the case, it will be as well to be clear on the nature of the problem. Taken as a whole, Britain north of a line from the River Severn to the Wash has undoubtedly suffered higher unemployment than the South.

There are many reasons for this. Restrictive labour practices, high non-domestic rates and too many changes in the Government's regional assistance policies have no doubt all contributed. But prime among them is the disproportionate siting in the North of the older industries in which Britain's comparative advantage is disappearing fastest.

Shipbuilding is the obvious example. The effect of this is set out in a recent Employment Institute pamphlet by Professor Jim Taylor and Mr Harvey Armstrong - *Regional Policy: The Way Forward*, which traces regional unemployment rates less the rate for the country as a whole. Of 10 standard regions, the North has suffered the highest differential unemployment, followed some way behind by Scotland, the North-west and Wales.

But the slogan of North-South over-simplifies the situation considerably. A glance behind the aggregate numbers for the different regions shows a complex pattern of variation between different local areas.

Among the Department of Employment's travel-to-work areas in Yorkshire and Humberside, for instance, Harrogate (8.5 per cent), Ripon (8.2 per cent), Malton (7.3 per cent) and Pickering and Helmsley (7.3 per cent) have unemployment rates around or below the level in the South-east.

But if the figures are hard to comprehend at first glance, the investment message is not. BAT Industries, though still strongly tied to tobacco, is today a very much changed animal with a range of investments from paper to retailing to financial services. And on a prospective p/e of 8.6, and further strong growth in sight, the shares are cheap.

Over the past five years the group has managed a compound growth in earnings per share of 16.5 per cent, while the compound growth on the dividend front has been 20 per cent.

Despite its worldwide assets and profit generation, growth in 1986 was "clean". There was nothing from exchange rate effects or major acquisitions to flatter the profits line, while the quality of earnings only improved.

Tobacco now only accounts for 50 per cent, down from 74 per cent a few years ago and back from 57 per cent in 1985, and looks set to fall further as other parts of the empire expand. Having dipped its toe into financial services through its earlier acquisition of Eagle Star and Allied Dunbar, BAT is finding the water tempting.

Financial services' profits doubled to £282 million at the trading level, and since this is the chosen field for expansion, with the United States especially in mind, some kind of mega-deal this year cannot be ruled out.

The net gearing figure is formally put at 26 per cent, but take into account the cash balances in Brazil and the group could probably show gearing of only 16 per cent compared with 35 per cent a year earlier.

Outside of the United States, expansion targets are financial services in general, paper and retailing. However, if there is an opportunity within tobacco, then BATs will not turn its back.

The shares were 11p weaker at 524p yesterday in a very much *deja vu* market reaction. Those looking for a sound medium term investment should look no further.

BICC

Making just over £100 million rather than just under made all the difference to market sentiment about BICC's figures. However, the favourable reaction had a lot to do with the positive statement about the group's prospects.

Fiscal prudence is a relative term

Where does the Chancellor's chosen resting place for the public sector borrowing requirement of 1 per cent of GDP leave us in relation to the fiscal stance in other countries?

The answer suggested by the table is that Britain's fiscal policy is now more restrictive than the average of the leading seven countries, although still substantially looser than West Germany's. Post-Budget figures for the general government financial deficit in calendar 1986 and 1987 are not available, so the figures for Britain are estimated on the basis of information in table 5.7 of the Budget Red Book. Unlike the PSBR, the general government financial deficit - the OECD's chosen measure of government borrowing - includes privatization proceeds.

Comparisons with Japan are complicated by the big surplus the Japanese run on their social security fund; without that their deficit would be nearer 4 per cent of GDP. The US deficit is reduced by the surpluses run by individual

electoral wards suggests that unemployment experience can vary more between housing estates within a mile or two of each other than it does from one end of a country to the other.

So far as those in work are concerned, disposable income does not vary greatly on average across the country. Average earnings are higher in London and the South-east but elsewhere wage rates tend to be fairly homogeneous.

The new management's emphasis is on improving the performance of the existing businesses by cutting costs and by tight financial control. Acquisitions have a part to play although as yet they will be relatively small and in familiar areas.

Looking further ahead, however, with gearing down to 6 per cent and strong cash flow, BICC should become more aggressive on the acquisitions front.

Much of the expense of rationalization is being matched by pension fund holidays which last year amounted to £11.6 million and should remain at the same level this year.

Although not yet complete, the most of the restructuring of BICC Cables has been put into action. In the last fifteen months, and more especially in the last six months, the work force has been reduced by something like 20 per cent. Profits, however, were down year on year because of a lower level of activity in the oil and chemical industries.

Exceptional charges of £8 million relating to BICC Cables were taken above the line and £23 million below the line. This increasingly streamlined division should be in good shape to cope with any price or import competition.

Balfour Beatty's order book has reached record levels. And this is before taking in any Channel Tunnel work expected to be worth £250 million over five years.

Although BICC Technologies made progress in a flat market its results were below expectations. However, the outlook for the current year is brighter. This is one of the areas identified by BICC for acquisitions.

Currency movements, notably the Australian dollar led to lower sterling profits from BICC International.

The flotations during the year of Metal Manufactures in Australia and of Cel-Cel in Portugal raised about £20 million.

Alexander Darwall of Barclays de Zoete Wedd's engineering team, is forecasting a conservative £120 million for the current year. The rating - 13 times earnings - is undemanding for a group at this stage in its recovery.

Housing costs, on the other hand, are much lower outside the South-east, leaving more spending money in the pocket. This is why retailers have long regarded many northern cities as containing some of the best prime high street sites.

The wide variation in local unemployment rates suggests much can be done by improving the working of local labour markets rather than by encouraging either an acceleration in the drift to the South-east or a massive increase in regional subsidies. Fortunately, it is much easier to persuade people to travel out of Manchester to the Cheshire suburbs than to persuade them to move to the other end of the country.

About 67 per cent of those out of work do in fact find a job within six months and about 80 per cent within a year. These figures are not yet satisfactory but the important message for regional policy is that they hardly vary from region to region.

The Re-start scheme belatedly recognizes that people need help to break out of the cycle of high unemployment. Results so far suggest there is a good case for extending Re-start to anyone out of work for more than a few weeks. It is also important to follow up those who have already been interviewed.

If there are "two nations," they are probably better described as inner city and suburban than North and South. The inner-city problem is not unique to Britain but is visible in every developed country, particularly in the US. The constituents include the withdrawal of industry, poor education and deteriorating housing conditions.

Policies are already in place to deal with some of these urban handicaps. City Technology Colleges offer an overdue experiment in co-operation between business and the education system. Slowly the Government is moving towards de-regulating the private rented sector of the housing market. And regional development corporations, including the London Docklands Development Corporation, have had some success in attracting industry. These, rather than blanket subsidies for anywhere north of Watford, are likely to have the greatest success in reducing two nations to one.

Rodney Lord
Economics Editor

COMMENT Kenneth Fleet

Building societies pick up the Eurochallenge

Building societies are rising surprisingly rapidly to the challenges opened up by the changes in their legislative status. Some societies are still meandering in the old style, with old-fashioned techniques and tired management. But some are already showing an enterprising and innovative approach as the shackles come off.

On Tuesday, the Leeds Permanent became the first building society to launch a partly-paid Eurobond, in the form of £50 of five year notes payable now and in October. Several societies have already rung most of the changes in the sterling straight and floating rate bond markets in their quest for more wholesale funds to meet the public's inextinguishable demand for mortgages.

Of considerably more interest, however, was yesterday's announcement by the Abbey National of a \$1 billion Eurodollar Certificate of Deposit (CD) programme, while the much smaller Bristol and West launched a \$250 million programme. More societies are certain to follow.

This is a new departure, for societies have been allowed to raise wholesale funds only in foreign currencies since the start of this year. At that time, Abbey launched \$150 million in long term bonds, but these CD programmes are

the first building society forays into the short term end of the Eurodollar market.

Both issues have a small panel of "dealing" banks which manage the issues, and a larger group of swap counterparties who agree to switch the dollars into floating rate sterling. Although it allows them to issue debt up to a year in maturity, periods of two, three and six months are likely to be the most common. The Abbey's \$1 billion is well over the Building Societies Commission's guideline of 2 per cent of liabilities for foreign currency borrowing but the society aims only to issue around \$200 million this year.

One obvious advantage in the Euro-CD programmes is the expectation of raising funds up to 10 basis points below the cost of domestic sterling CDs. It will also spread the maturity range of building society wholesale funding which was becoming heavily dependent on the domestic CD market to balance its growing long term borrowing.

At least as important over the long term for societies like Abbey is the Eurodollar market which offers access to investors with whom societies have not previously dealt. A CD programme is ideal for boosting investor awareness of the borrower.

Banking on new ideas

The resilience of the international banking system seems to be proving itself yet again. As the experts had predicted, bankers and borrowers are managing to come up with new ideas as expedient solutions to the current problem, whatever it may be. And, perhaps most important of all, they are managing to do it without the help of the Baker Plan, which has so far barely succeeded in getting off the ground.

Nigeria's debt problems were substantially settled for the time being at the end of last year, and are now in a phase of dithering it's and crossing it's. Mexico has finally signed its \$76 billion loan and rescheduling package. The agreement by American Express Bank to enter into a debt-for-equity deal in Mexico worth \$100 million is another sign, and an advertisement, that a more flexible approach to rescheduling can work. Meanwhile South Africa's "standstill" on repayments of much of its debt has also found a temporary solution.

The South African agreement may be one which South American debtors look at with envy. To be sure, the \$13 billion involved in the rescheduling is nowhere near the amounts at stake in the big Latin American countries. But the deal still looks remarkably kind to a country treated as a pariah by the rest of the

world. The standstill on interest payments will continue until 1990, and South Africa only has to pay off three per cent of the debt by this July and then small regular amounts thereafter.

Brazil still presents more of a problem. It scared the financial community with its boycott on interest payments last month and so far negotiations have not been going particularly smoothly. The banks' agreement to maintain short-term credit lines with the country expires at the end of this month, and Brazil has done little to turn the banks in its favour by unilaterally freezing those lines.

Two other major problems dog a solution for Brazil. One is the apparent lack of clear economic leadership in Brasilia. Mr Dilson Funaro, the finance minister, who prefers a hard line with creditors, appears to be in overall control of the economy now.

The other problem is that the traditional method of negotiation is feeling the strain. The usual system of a co-ordinating committee of main banks who do the negotiating for all creditors is coming under increasing fire from small US banks, who are sick of being bullied into throwing good money after bad.

Nevertheless, Brazil is evidently willing to negotiate and take a flexible attitude to possible solutions.

A year of transformation

Pre-tax profits exceed £37m

Land services' contribution up nearly 60%

Dividends increased to 9p

*Past and recommended

	1986 £m	1985 £m
Turnover	827.0	766.9
Trading profit	31.3	18.8
Profit before tax	37.2	31.9
Profit attributable to shareholders	22.6	16.4
Earnings per share	21.4p	17.5p
Dividend per share	9.0p	6.5p

"Ocean has been transformed into a thriving land-based services group with excellent growth prospects. Our progress in 1986 has been particularly encouraging with pre-tax profits from land services increasing by nearly 60% to £22 million. Also encouraging is the reduction in net borrowings from £83 million to £126 million.

"The new Ocean has demonstrated its ability to perform well and to generate vigorous growth, both organically and by acquisition. We are confident that we will continue to expand strongly.

"This year's trading to date gives me confidence that 1987 will be another successful year for Ocean."

W.N. Menzies-Wilson
Chairman

OCEAN
We can handle it.

The Ocean Annual Report will be available on 24th April. To receive a copy, please write to THE SECRETARY, OCEAN TRANSPORT & TRADING plc, INDIA BUILDINGS, WATER STREET, LIVERPOOL L2 0RB.

Dixons holds 22% as bid for Cyclops closes

Dixons Group said only about 852,000 shares of Cyclops Corporation ordinary shares, or 20 per cent on a fully-diluted basis, were tendered and not withdrawn under its bid that expired yesterday, but it has decided to accept all the shares validly tendered. Dixons owns about 22 per cent of Cyclops on a fully-diluted basis.

Before extending its Cyclops offer for a week at the request of the Securities and Exchange Commission, Dixons reported that 54 per cent of Cyclops' stock had been tendered in response to its \$90.25 (£56) share offer.

NEI plunges to £23 million

By Michael Tate

The price of equipping Northern Engineering Industries for life in the late 1980s was reflected yesterday in a £59.9 million group loss for 1986.

The cost of the current two-year rationalization programme is £69.3 million, all of which has been included as an extraordinary item in the 1986 profit and loss account.

As expected NEI's pretax profits have plunged, from £40.5 million to £23.2 million, and after tax charges of £10.9 million and minority interests of £2.9 million, the net profit was £9.4 million, against £25.1 million.

The surgical knife has been

employed by the new chairman, Mr Terry Harrison, with some savagery, for two reasons. The main one was that problems of over-capacity and flat demand in the power equipment industry, received too little treatment in the past three years. And secondly because the Central Electricity Generating Board has revised downwards its order expectations for the next few years, a decision that threatened to put NEI on its knees.

Some 14 of the 38 plants have been closed.

Energy conversion, the power equipment design, manufacture and installation operations, still accounts for

£7 in every £10 NEI turns

over, and was responsible for sales of £659 million last year. But the balance is changing.

The group's lesser known division, materials handling, hoisted its turnover from £179.3 million. Its profits fell, however, from £13.2 million to £7.5 million. Like energy conversion, whose profits fell to £19.3 million from £33.4 million, it underwent some substantial restructuring. But it has kept its increasingly profitable water treatment business, its rapidly growing welding systems operation, and its successful shipbuilding business.

Mr Harrison expects the materials handling operations

to take up the slack in the next few years.

"In the short and medium term, our prospects are not dependent on the British coal-fired power plant industry," he insists. He points out, however, that the repair and maintenance operations, should continue to do well.

His confidence is underlined by the decision to hold the dividend at 5.25p a share, costing £11.6 million.

With gearing at 29 per cent year-end debt is £29.8 million—it does not overstretch the balance sheet, and it clearly helped soothe the market, where the share price fell was restricted to 2½p at 92½p.

Bemrose earnings hit record £3.5m

By John Bell, City Editor

Bemrose Corporation, the printing group, is reaping the benefits of sizeable restructuring and cost-saving. Full-year profits more than doubled, from £1.62 million to a record £3.51 million.

Security printing was a key contributor, after stringent cost reductions in 1985. Prospects in this area were good, said Mr David Wigglesworth, the chief executive. Transfer printing increased profits, and the move into the giftwrap business was proving successful.

In the US, the Souvenir group had an excellent year,

but the adverse dollar exchange rate left profits roughly unchanged in sterling terms. Group profits also gained from lower interest charges.

Mr Wigglesworth said: "With a strong performance from security printing, Bemrose achieved the anticipated return to satisfactory profits in Britain. At the end of the year we announced major new investments in the US. These acquisitions strengthen our position in this growth market." Earnings per share grew from 5.19p to 22.45p. Total dividends are 9p (5p) per share after a final payment of 6p.

Low Howard profits rise 130% to £7.3m

Low Howard Spink and Bell, the advertising agency which sold Heineken to drinkers others failed to reach, yesterday reported a 130 per cent increase in profits to £7.3 million.

Acquisitions of Good Relations, Allen Brady & Marsh and Marschalk Worldwide in the US boosted growth. Low Howard, which acted for Guinness, was also a sizeable gainer from the takeover boom of last year.

The current year has started

well with excellent growth expected from several important new clients, said Mr Frank Lowe, the chairman. He added that he was pleased the shares, placed at 185p in 1984 and trading at 455p yesterday, had been upgraded recently to a beta stock.

Earnings per share rose to 23.3p compared with 17.1p in the previous year. Shareholders are to receive a final dividend of 5.3p per share making a total for the year of 8p. The previous total was 6p.

Gold study by Placer

Placer Pacific is to undertake a full feasibility study of Australia Consolidated Minerals' Big Bell gold project in West-

ern Australia and report its findings by year end, the group said yesterday.

Big Bell, one of the earlier large gold producers in Australia, which was first mined in 1904, produced 22.8 million tonnes of gold and 7.8 million tonnes of silver between 1937 and 1955.

ACM has proved a popular investment in Australia and London and yesterday was 7p higher at 380p a share.

APPOINTMENTS

Cable & Wireless: Mr Jonathan Solomon becomes director, corporate strategy from April 1.

Brooks Group: Mr Ian Green is now commercial director.

Deloitte Haskins & Sells: Mr Francis Booth and Mrs Lynne Delby will become partners at the London office from May 1. Mr Hugh Jagger becomes a partner, business communications group, from May 1. Mr Jim McMahon, Mr Rick Helsby, Mrs Denise Catterall and Mr Peter Ward become partners, from May 1.

Whitbread & Co: Mr Richard Simpson has been made finance director, retail division, from May 1, succeeding Mr Norman Sprunt who becomes specialist director, corporate development.

Hanover Drury Financial Services: Mr Roy Magnus becomes financial services development director.

Standard Life Assurance Company: Mr Geoffrey Ball joins the board. The Solicitors' Law Stationery Society: Mr Bernard Taylor has become group managing director.

Mr Kerry Stephens rejoins the partnership on the same date. Mr John Bawler will become a partner from August 1. Kenneth Wilson: Mr John Paton becomes group managing director, succeeding Mr Ian Menno from the end of April. Seifert Environmental Design: Mr John Naylor has become commercial director. Air Products: Mr Robert Ward-Jones joins the board. Lloyds Bank: Mr Robert Marshall will become director, support services from July 1.

LONDON TRADED OPTIONS

Series	Call	Put	Series	Call	Put
Alfred Lyons (1984)	230 75 85 92 1 2 5	180 45 105 125 180 225	Hanson contd	185 105 115 125 135 145	185 105 115 125 135 145
British Gas (1984)	70 25 27 33 1 1 1	80 15 19 23 1 1 1	Jaguar (1982)	350 60 70 102 1 1 1	350 60 70 102 1 1 1
British Airways (1982)	110 18 24 27 1 3 6	120 10 16 18 1 1 1	Sears (1986)	130 13 17 22 1 1 1	140 8 12 15 1 1 1
BP (1983)	750 140 185 192 1 1 1	800 120 145 155 1 1 1	Tesco (1984)	420 60 67 70 1 1 1	480 48 57 60 1 1 1
Corn Gold (1982)	750 177 185 197 1 1 1	800 120 145 155 1 1 1	Thorn EMI (1912)	500 127 136 1 1 1	500 127 136 1 1 1
Courtauld (1983)	330 108 113 122 1 1 1	340 100 110 120 1 1 1	TIFF (1982)	250 40 45 48 1 1 1	250 40 45 48 1 1 1
Com Union (1982)	300 28 38 50 1 1 1	310 20 30 40 1 1 1	Brit Aero (1983)	400 48 50 55 1 1 1	400 48 50 55 1 1 1
Cable & Wire (1986)	320 48 50 55 1 1 1	330 40 50 60 1 1 1	Brit Inds (1984)	420 105 115 1 1 1	420 105 115 1 1 1
GE (1982)	200 28 36 43 1 1 1	210 20 30 40 1 1 1	BAT Inds (1984)	500 37 45 47 1 1 1	500 37 45 47 1 1 1
Grand Met (1987)	420 72 85 95 1 1 1	430 65 78 88 1 1 1	Bardays (1915)	500 37 45 47 1 1 1	500 37 45 47 1 1 1
ICI (1984)	1200 68 130 145 1 1 1	1300 60 120 135 1 1 1	Brit Telecom (1987)	220 45 50 53 1 1 1	220 45 50 53 1 1 1
Land Securities (1987)	330 79 81 88 1 1 1	340 70 80 90 1 1 1	Cadbury Schweppes (1987)	240 21 31 37 1 1 1	240 21 31 37 1 1 1
Marl & Spn (1987)	200 30 36 41 1 1 1	210 25 35 40 1 1 1	Guinness (1984)	330 60 65 78 1 1 1	330 60 65 78 1 1 1
Shell Trans (1986)	1200 68 130 145 1 1 1	1300 60 120 135 1 1 1	Ladbroke (1987)	470 55 60 63 1 1 1	470 55 60 63 1 1 1
Traveller House (1984)	300 32 38 50 1 1 1	310 25 35 45 1 1 1	LASMO (1984)	200 52 58 65 1 1 1	200 52 58 65 1 1 1
TBS (1984)	70 14 18 25 1 1 1	80 10 15 20 1 1 1	Midland Bank (1983)	550 105 115 1 1 1	550 105 115 1 1 1
Woolworth (1987)	750 110 115 125 1 1 1	800 100 110 120 1 1 1	Plenary (1984)	220 38 48 50 1 1 1	220 38 48 50 1 1 1
Beckham (1986)	440 113 125 1 1 1	450 105 115 1 1 1	P&O (1987)	240 24 32 38 1 1 1	240 24 32 38 1 1 1
Bois (1987)	200 20 27 48 1 1 1	210 15 25 45 1 1 1	Racal (1986)	220 27 37 42 1 1 1	220 27 37 42 1 1 1
BT (1984)	300 20 30 40 1 1 1	310 15 25 45 1 1 1	RTZ (1986)	750 122 137 1 1 1	750 122 137 1 1 1
Bess (1984)	900 78 100 130 1 1 1	1000 70 90 110 1 1 1	Veal Reef (1986)	100 25 27 31 1 1 1	100 25 27 31 1 1 1
Blue Circle (1982)	700 105 115 130 1 1 1	800 95 105 125 1 1 1	Lovell (1982)	240 58 61 1 1 1	240 58 61 1 1 1
De Beers (1986)	1000 370 385 1 1 1	1100 360 375 1 1 1	Tr 11 1/2% 1981 (1984)	104 5 1/2 5 1/2 1 1 1	104 5 1/2 5 1/2 1 1 1
Dixons (1986)	1000 370 385 1 1 1	1100 360 375 1 1 1	Tr 11 1/2% 03/07 (1984)	114 9 1/2 9 1/2 1 1 1	114 9 1/2 9 1/2 1 1 1
Glaxo (1913)	1500 105 105 105 1 1 1	1600 100 100 100 1 1 1	FT-SE 100 (1986)	1700 348 370 1 1 1	1700 348 370 1 1 1
Hanson (1983)	130 32 36 1 1 1	140 30 35 1 1 1	FT-SE 250 (1986)	1800 270 287 1 1 1	1800 270 287 1 1 1

PRELIMINARY RESULTS FOR 1986

A year of solid growth

- * Overall pre-tax surplus up 78% to £204m
- * Outstanding investment performance
- * World-wide Life new business premium income up 60% to £438m
- * World-wide General insurance premium income up 32% to £1035m
- * Strategic re-organisation to meet the challenges of a changing environment

"Eagle Star has a sound foundation on which to build further substantial and profitable growth."

Sir Jasper Hollom,
Chairman

SUMMARY OF RESULTS

	1986 £m	1985 £m
Premium Income		
General Business	1034.6	782.1
Long-Term Business	633.9	455.5
Total	1668.5	1237.6
Profit and Loss Account		
General Business Underwriting Loss	(143.6)	(175.6)
Shareholders' Long-Term Business Surplus	28.5	25.2
Investment Return	314.0	260.3
Gresham Investment Trust	5.2	4.6
Surplus before Taxation	204.1	114.5
Taxation	(27.6)	(18.8)
Minority Interests	(9.6)	(6.0)
Surplus before Extraordinary Items	166.9	89.7
Extraordinary Items	42.6	79.3
Surplus Attributable to Shareholders	209.5	169.0

The above results have been prepared in accordance with the Statement of Recommended Practice recently issued by the Association of British Insurers and comparative figures have been restated. At the end of 1986 the free reserves of the group, excluding the value of the shareholders' equity in the life funds, amounted to 94% of general business premium income and provides a substantial margin over and above the provision for liabilities.

The above constitutes an abridgement of the results of Eagle Star Holdings PLC for the year. The full report and accounts which contain an unqualified auditors' report will be published on 1st May 1987 and delivered to the Registrar of Companies within the prescribed period.

Eagle Star
A MEMBER OF B.A.T. INDUSTRIES GROUP

Britannic Assurance

PUBLIC LIMITED COMPANY

RESULTS FOR 1986

	1986 £000	1985 £000
Life Branches		
Total Premium Income	152,083	133,522
Total Surplus for Policyholders	89,119	75,509
General Branch		
Total Premium Income	19,381	17,719
Underwriting (Loss)	(1,130)	(2,602)
Investment Income	2,262	1,948
Profit (Loss) after Tax	307	(384)
Transfer to Claims Equalisation Reserve	450	—
Profit and Loss Account		
Transfer from life branches and Unit linked	7,475	6,275
Transfer (to) from general branch	357	(384)
Total Surplus for the year, including other net income	8,605	6,585
Net Dividend for the year for stockholders	35.5p	29.8p

BONUS DECLARATION FOR POLICYHOLDERS

Ordinary Branch	Industrial Branch
Reversionary Bonuses	Reversionary Bonuses
Ordinary Policies	Pensions
A scale from £5.50% to £11.00%	A scale from £7.00% to £16.00%
(1985-£5.50% to £7.50%)	(1985-£6.75% to £9.75%)
of sum assured	of annuity

PLUS

special reversionary bonus additions and increased scale of terminal bonuses

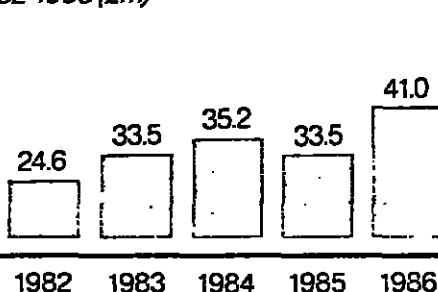
Britannic Assurance Covers the Country

HEPWORTH CERAMIC

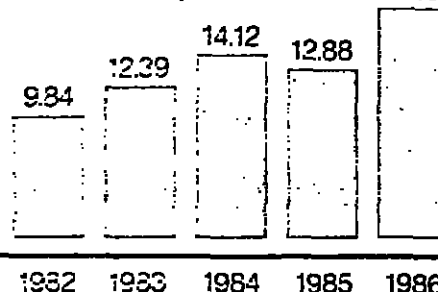
HOLDINGS PLC

A RECORD YEAR

Profit before tax
1982-1986 (£m)



Earnings per share
1982-1986 (pence)



Extracts from a statement by the Chairman, Professor Roland Smith.

Profit before tax increased by 22.4% from £33.5m in 1985 to £41.0m in 1986, a new record for the Group.

All of the Group's major Divisions maintained or improved profits. The Clay Sands and Refractories Divisions performed excellently, and there was a significant improvement from the Plastics Division.

Earnings per share increased by 33.5% to 17.19 pence per share.

The Board is recommending a higher final dividend of 5.18p making a total of 8.28p which is up 15.0% on last year.

During the year certain initiatives were taken to re-structure the Group and position it for future development and expansion. In particular the sale

of Western Plastics in the USA, is imminent, and the Dickey Clay, type operation also in the USA, is to be disposed of.

What this will involve significant write-offs, the substantial cash benefits from these disposals will further strengthen the Group balance sheet.

The opportunities for an agreed merger with Birmid Quilcast did not develop and we felt it prudent to relinquish our shareholding in the company at a profit.

The Group has entered 1987 with a strong balance sheet, well managed and successful core businesses, and poised for further growth both organically and by acquisition. The new trading year has started well with all major areas showing significant improvements over the equivalent period last year.

SUMMARY OF RESULTS

	1986 £ million	1985 £ million	Percentage Change
Turnover	362.4	365.6	-1.0%
Profit before tax	41.0	33.5	+22.4%
Profit after tax	27.5	23.9	+15.1%
Earnings per share	17.19p	12.88p	+33.5%
Dividend	8.28p	7.20p	+15.0%

BASE LENDING RATES

ABN	10.00%
Agam & Company	10.00%
BDO	10.00%
Chenab Savings	12.45%
Consolidated Creds	10.00%
Co-operative Bank	10.00%
C Moore & Co	10.00%
Hong Kong & Shanghai	10.00%
Lloyds Bank	10.00%
Nat Westminster	10.00%
Royal Bank of Scotland	10.00%
TSB	10.00%
Chenab KA	10.00%

† Mortgage Base Rate.



EURO MONEY DEPOSITS %

1 week 10% ^{1/2} -9%	3 month 9% ^{1/2} -9%	EURO MONEY DEPOSITS %		\$ 5,000-5,999 (3,000-3,999)
RECENT ISSUES		Dollar	call	ECGD
EQUITIES		7 days 8% ^{1/2} -8%	1 month 8% ^{1/2} -8%	Fixed Rate Sterling Export Finance
Admiral Conq (150-)	17%	3 month 9% ^{1/2} -9%	3 month 9% ^{1/2} -9%	Savings At Average reference rate to
		6 month 9% ^{1/2} -9%	6 month 9% ^{1/2} -9%	interest period January 1, 1967 to
		7 days 4% ^{1/2} -5%	1 month 4% ^{1/2} -5%	February 27, 1967 inclusive: 10.65% per
		3 month 4% ^{1/2} -5%	3 month 4% ^{1/2} -5%	cent.

EQUITES:

EQUITES

Admiral Comp (150p)
Barbour Indx (215p)
Berkshire (215p)
Capital Resources (110p)
Dale Group (110p)
Glenside (16p)
Hewitson (720p)
Hobson Plc (200p)
Korby (140p)
LSC Elec (115p)
Johnson Fry (150p)
Lloyds Chemist (105p)
Loft & Mero (145p)
Mell (144p)
Mellat (120p)
Miles PLC (85p)
Nabco (152p)
Nepheral (150p)
Pruitt Hldgs (200p)
Prism Leisure (120p)
RCO (85p)
Ragins H Beauty (20p)
Ragins H Beauty (20p)
Scandinavian Grp (210p)
Sinclear G S (80p)
Thornton G W (100p)
TSE Group (135p)
TSE Group (140p)
Ward Group (67p)
Wilson Bowden (130p)

RIGHTS ISSUES
 Allebone N/P
 Burgess F/P
 City Site Est N/P
 Cookson F/P
 Ledbrooke N/P
 Pict Pet N/P
 Widney N/P
 Wiggins F/P
 (Lease price in track)

RIGHTS ISSUES
 Allebone N/P
 Burgess F/P
 City Site Est N/P
 Cookson F/P
 Ledbrooke N/P
 Pict Pet N/P
 Widney N/P
 Wiggins F/P
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 Cookson F/P
 Ledbrooke N/P
 Pict Pet N/P
 Widney N/P
 Wiggins F/P
 (Lease price in track)

STERLING SPOT AND FORWARD RATES

[illegible]

OTHER STERLING RATES

[illegible]

DOLLAR SPOT RATES

[illegible]

Results for the year ended 31st December

	<u>1986</u>	<u>1985</u>	
	£'000	£'000	
Turnover	128,565	119,315	+ 7.8%
Profit before tax	5,335	4,254	+ 25.4%
Profit after tax	3,484	2,967	+ 17.4%
Earnings per share	24.00p	20.30p	+ 18.2%
Dividend per share	10.05p	8.37p	+ 20.0%

The improvements expected at this time last year have been achieved with all areas in which the Group is involved producing better results. The Board is confident that the Group will produce another year of solid growth.

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	1986 £m	1985 £m	% change
Turnover	145.5	125.9	+15.5
Pre-Tax Profits	28.0	23.2	+20.6
Earnings per Share	35.8p	29.1p	+23.0
Total Dividend	8.10p	7.00p	+15.7

Audited Results for the year ended 31 December 1986

•The Group achieved record sales and profits in 1986 for the eleventh successive year....Appropriate to make a scrip issue on a two-for-one basis....Sales by UK subsidiaries were a record, an increase of 18% over 1985.

Ray Parsons, Executive Chairman



Bowthorpe Holdings

Bowthorpe Holdings PLC
Crawley, Sussex RH10 2RZ

NatWest Mortgage Rate

**With effect from 25th March, 1987
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[illegible]

GIBRALTAR

FOCUS

A SPECIAL REPORT

A Rock, but for how many ages?

George Borrow, as he came to the end of his journeyings with "the Bible in Spain", visited Gibraltar, deciding it was far too interesting a place for an observant traveller to omit.

It caused him to throw out his chest as a patriotic Englishman of the early 1800s. "I stood on the prow of the vessel," he wrote of crossing the Bay of Algeiras to Gibraltar, "with my eyes fixed intently on the mountain fortress which filled my mind with admiration."

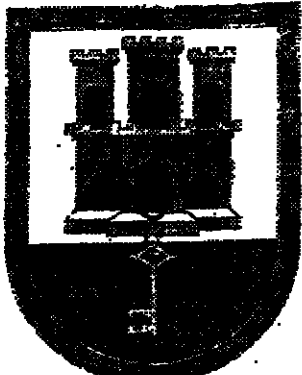
Things have changed greatly in the last 150 years but history is of the essence of Gibraltar's appeal, its people and its problems today. "We are facing the problems left over by history," Sir Geoffrey Howe, the British Foreign Secretary, observed, seeking to explain to his Spanish colleague why he had not advanced Spain's sovereignty claims to the Rock, as he wished, during last January's London talks.

"If it wasn't for the Gibraltarians I would give this place to the Spaniards immediately," a British tourist, who was last in Gibraltar as a serviceman during the Second World War, told me in one of Main Street's pubs.

The Gibraltarians, almost 30,000 of them, have a peculiar history. Only about 100 Spaniards stayed on in Gibraltar after Admiral Sir George Rooke, at the head of an Anglo-Dutch force, took the Rock in July 1704. Gradually, a new civilian population grew up, consisting of people who sensed that better fortune might be found under the British flag.

They came, chiefly, from Genoa, from Malta, Portugal and Minorca (then under British rule) as well as Sephardic Jews, descendants of those originally expelled by Christian Spain who had settled in north Africa.

But the problem is not only the Gibraltarians' history but



□ Status: British colony
□ Population: 29,000
□ Area: 2.25 square miles
□ Border opened: February 4 1985
□ Visitors: 2.6 million in 1986
□ Imports: £90 million (£15m from Spain)
□ Days of sunshine: 320
□ Gibraltar Tourist Office: The Piazza, tel 764007

their location. George Borrow's "most singular looking mountain in the world" controls the seaway between the Mediterranean and the Atlantic ocean as well as being situated at the crossroads between southern Europe and north Africa.

Such a privileged geographical position is more than enough to explain Gibraltar's interest for Britain, Spain and the Nato alliance.

"Gibraltar offers the only guaranteed access to the Mediterranean in the period of international tension. The Straits must be kept open," Rear Admiral Peter Dingemans, Flag Officer Gibraltar and, simultaneously, head of Nato's Gibrdm command, observed in his office in the Tower—the Royal Navy's headquarters overlooking the immense dockyard, now shared by the Navy with a commercial enterprise—when asked to explain the continuing strategic role of Gibraltar for western defence.

Gibraltar offers Nato the

only dry dock between Lisbon and Naples, fuel, water, ammunition and other stores, plus recreational facilities. The British Government always refuses to comment when asked about the possibility that nuclear warheads may be stored in the galleries underneath the Rock.

Every six minutes a ship from one country or another passes through the straits or, put another way, a third of the world's total shipping (in quantity) goes by every three months.

The sophisticated radar, radio and photographic monitoring activities performed from the Rock of all that shipping movement provides a crucial part of Nato's Mediterranean and Atlantic intelligence.

Through the Straits of Gibraltar pass much of the Mediterranean basin countries' exports and imports, a vital consideration for the whole region's stability. So does a large part of the West's oil supplies—as well as many Soviet tankers, who answer up in English to the Royal Navy, which also acts at least in peacetime, on behalf of Lloyd's.

All American reinforcements by sea in the event of a crisis at the eastern end of the Mediterranean or in the Middle East would pass through the straits, and when the Reagan administration ordered the air strikes against the Gaddafi regime in April last year, the US Air Force bombers flew over the straits when Spain and France had refused their air space.

"I have made it clear to Washington that the US Navy would always be welcome in Gibraltar under a future socialist government," Joe Bossano, Gibraltar's socialist Labour Party leader now in opposition, told me, underlining a typical Gibraltarian's acceptance of the Rock's geo-strategic importance.

Richard Wigg



Meeting at the border: a member of Spain's Policia Nacional and his Gibraltarian opposite number at the frontier

Island goes offshore for profit

Gibraltar is now considered one of the world's fully-fledged offshore financial centres—a mini Jersey. Banks, multi-national companies, even building societies, are keen to set up on the Rock and take advantage of its generous tax regime.

Brian Traynor, the Financial and Development Secretary, said: "Financial services is offering us the most promising avenue to economic self-sufficiency."

It is easy to understand why the new venture has caught the imagination of the colony. With a small land area, scope for widening the economic base of Gibraltar is limited. But there is tremendous potential in the several hundred thousand expatriates—and their savings—on Spain's Costa del Sol coast. Gibraltar's proximity to the Middle East has made it an attractive base for companies wanting to participate in Arab contracts.

The full opening of the frontier between Gibraltar and Spain in February 1985 was the trigger for a dramatic increase in the number of companies setting up on the Rock. It has risen from just under 2,000 to

3,800 last year. While the average monthly rate of new companies last year was 319, it had risen to 341 in January of this year and all the signs are that the growth will continue.

Under its offshore legislation, companies which are registered in Gibraltar but do not trade within the colony and have their control elsewhere, do not pay tax on profits, except for an annual flat fee of £225. These so-called "exempt"

companies can, unlike in other territories, be managed and controlled from within Gibraltar, so the management can have a "bricks and mortar" presence with full-time employees. As George Lundy of Coopers & Lybrand, the first of the big international accounting firms to set up in Gibraltar, says, "we are amazed at the number of clients we have picked up in our first year here."

There has also been a big jump in the number of banks setting up in Gibraltar. In 1980 there were four, now there are 15, including Lloyds

Bank, an affiliate of Credit Suisse and US and Spanish banks. Leading building societies, including Abbey National and Nationwide, are now free to offer wider services and are also queuing to establish a base in the colony.

Hambros Bank, set up in 1961 to handle offshore business, has since been awarded a domestic licence. Its managing director, David Farrow, said: "There

has been a very significant increase in Gibraltar's status as an offshore financial centre. One of its advantages over other tax havens is that it has a vast market right on its doorstep in Spain. This gives a much closer contact between the bank and its client."

One drawback Mr Farrow and others point to is the shortage of skilled personnel in finance-related services which could yet prove restrict growth. There is also continuing interest from insurance companies wanting to establish themselves with

an eye on the international reinsurance market.

Gibraltar is also attracting gilt specialists, such as Barlow Clowes, which has made Gibraltar its new international headquarters. It is now one of the first operations to have a substantial head office presence on the Rock.

However, Gibraltar has no intention of allowing its new-found status to become soiled by scandal and is keeping a close watch on its regulations to see whether there is scope for tightening its grip. One government official said: "In the past we have been happy to rely on the old-boy network, perhaps a solicitor here or accountant there, to tip us off when someone shady was trying to set up. But now that everything is expanding so fast, we need to consider legislation."

Says Brian Traynor: "It has been our policy to encourage only first class banks. There have been proposals from some people whom we are not interested in having here."

Cliff Feltham



GIBRALTAR

DEVELOPMENT OPPORTUNITIES

The Government's policy of encouraging all forms of suitable development is backed by the provisions of the Development Aid Ordinance 1981 which exempt from income tax the gains and profits arising from an approved project up to the total of capital expenditure thereon. Development projects carried out with a licence granted under this Ordinance have the added benefit of rating relief for a period of 5 years from the date of completion in the case of a commercial development and 10 years in respect of residential development.

The Government supports and encourages private sector development whether it be for tourist, commercial or residential schemes. Prime sites on the Eastern and Western littorals have recently been made available for private development. The sites are designated for redevelopment in connection with residential, commercial and sea-faring activities related to the tourist industry.

Plans are in hand to make available additional areas for a continuation of this type of development. The allocation of these sites will be by competitive tenders and interested parties are invited to write to the Director of Crown Lands, Government Secretariat for further details.

TAX CONCESSIONS FOR NON-RESIDENT OWNED COMPANIES

Gibraltar registered companies which are also registered under the provisions of the Companies (Taxation and Concessions) Ordinance are granted total exemption from income tax so long as they comply with specified requirements. The exemption covers dividends, interest, directors' fees and other annual sums payable to non-residents. In addition, shares and debentures held in such companies are not liable to estate duty.

Companies registered under the Ordinance which are ordinarily resident in Gibraltar for the purposes of the Income Tax Ordinance pay an annual tax of £225, whilst companies which are not so ordinarily resident pay an annual tax of £200. In the case of a foreign incorporated company the annual tax is £300. An exempt company must have a paid up share capital of at least £100. Certain other companies (known as "qualifying companies") only pay income tax at the rate of 2% on taxable income not remitted to Gibraltar and/or 27% on income remitted. A qualifying company must have a paid up capital of at least £1,000. A fee of £250 is payable for a qualifying certificate.

The basic requirements for such companies, whether tax exempt or qualifying, are that no Gibraltarian or resident of Gibraltar has a beneficial owner interest in the shares of the company and that, unless otherwise authorised, all receipts and income arise outside Gibraltar or from dealings with other exempt or qualifying companies and originate from persons other than Gibraltarians or residents of Gibraltar.

With exception of the ½% stamp duty payable on nominal share and loan capitals, no other stamp duties are payable by tax-exempt or qualifying companies. A similar exemption applies in the case of tax-exempt non-resident trusts. The stamp duty concessions do not, however, apply to instruments relating to immovable property situated in Gibraltar.

TAXATION ADVANTAGES

There are no exchange control restrictions. Estate duty is payable at very modest rates which range from 5% to 25% and there are concessions in respect of owner occupied properties passing on death. There is no capital gains, capital transfer, corporation or surtax. Individuals ordinarily resident are charged income tax on a scale ranging from 20% to 50% in the £. Non-residents are charged at the standard rate of 30%. Companies are charged at the Company Rate of 35%. No double Taxation agreements exist with any other country but where income is subject to tax both in the United Kingdom and in Gibraltar relief is given to residents of Gibraltar up to the limit of the lower of the two taxes. A person who takes up residence in the territory and is the owner-occupier of premises licensed under the Development Aid Ordinance is granted exemption from tax in respect of the first £500 of income received from abroad, if this is not less than £1,500 per annum.

For further information contact:

THE GIBRALTAR TOURIST OFFICE
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ARUNDEL GREAT COURT
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TELEPHONE: 01-836 0777
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GIBRALTAR/2



"I think Gibraltarians are worth a lot more than to be absorbed by anyone." — Sir Joshua Hassan, Gibraltar's chief minister

How Spain benefits from the boom



Gibraltar is booming — or, as Sir Joshua Hassan, Gibraltar's chief minister, prefers to put it

"parts of the economy are doing very well. I think we can look forward to the future with confidence."

"Of course there has been a big difference with the open frontier, but I think Gibraltarians are worth a lot more than to be absorbed by anyone," he said when asked whether the pendulum might not now be swinging too rapidly, and too easily, one way.

"Spain is benefitting considerably," he argued, "though of course not so spectacularly as Gibraltar with all the new building you can see concentrated within our 24-square mile area."

"Spain's benefits are spread over a whole country, though I know the people who should have benefited most, because they suffered most from the blockade — the people of La Linea just across the frontier — have not. But that's not our fault — people in cars, with the through road, are now just going through."

Elections will probably be held in Gibraltar in the second

half of the year, with Sir Joshua, who became Gibraltar's first chief minister in 1964 and now aged 71, expected to run again, largely on the basis of new prosperity and in defiance of the Brussels agreement, the framework agreement on Gibraltar's future worked out by Britain and Spain in November 1984.

This provided the formula to permit Spain finally to disengage itself from the dead end of the Franco regime blockade policy in time for EEC entry, for a British commitment to start a negotiating process over Spain's sovereignty claims while, however, maintaining the prior commitment to respect the wishes of the people of Gibraltar.

Sir Joshua's own formula on this key point emphasizes, also to Spaniards, that he and Gibraltarians who feel like him, want to stay under the British crown, but that he cannot speak for the next generation of Gibraltarians.

Joe Bossano, who, in the

last elections to Gibraltar's House of Assembly in 1984, obtained seven seats to Sir Joshua's eight, as leader of Gibraltar's Labour Party and trade unions is shaping up increasingly for a bid for power.

The assurances he gave to Washington about the US Navy are only one sign; another perhaps is provided by trade-union elements seeking to come up on his left.

For many Gibraltarians, Sir Joshua personifies the establishment, while Mr. Bossano reiterated to me his party's promise to break with the Brussels agreement if elected. "Naturally, we know Anglo-Spanish talks over Gibraltar will continue," he said. "They went on before the Brussels agreement and will do so afterwards."

Mr. Bossano is not opposed to Gibraltar's new prosperity and is careful to emphasize that a government led by him would not discourage the private sector. "We support Gibraltar as an international

financial centre," he said. "But we are not relaxed about the prosperity because we know it is not something which the government had foreseen, programmed or has under control."

Mr. Bossano is deeply suspicious of a growing economic dependence on Spain, initiated by the Brussels agreement. He instances how everything now, from the tourist coaches to the building materials being employed in Gibraltar's construction boom, have to be funnelled in through one single access point from the Spanish hinterland.

With a capital overrun of £2.4 million for extra equipment for Gibraltar's commercial dockyard, due to be paid over by the middle of the year, the British Government will have contributed £30 million in a bid to turn around the Rock's previously defence-based economy towards the development of tourism and commerce.

The only outstanding ele-

ment is the transfer from UK to Gibraltar government of mostly crown-land sites for development, backed by an offer of £6 million towards Gibraltar's five-year development plan (1987-91).

A third figure already jostling for a place in Gibraltar's election line-up is Mr. Solomon Serrys, chairman of Gibraltar's more than 100-year-old chamber of commerce, and a former government minister before the Franco blockade came down in 1969. He believes his long-standing ideas for a Gibraltar based on tourism have now come into their own.

The next step forward for Gibraltar looks like joint use with Spain of Gibraltar's airport, built during the Second World War for the RAF on the isthmus which Spain claims was never ceded under the Treaty of Utrecht.

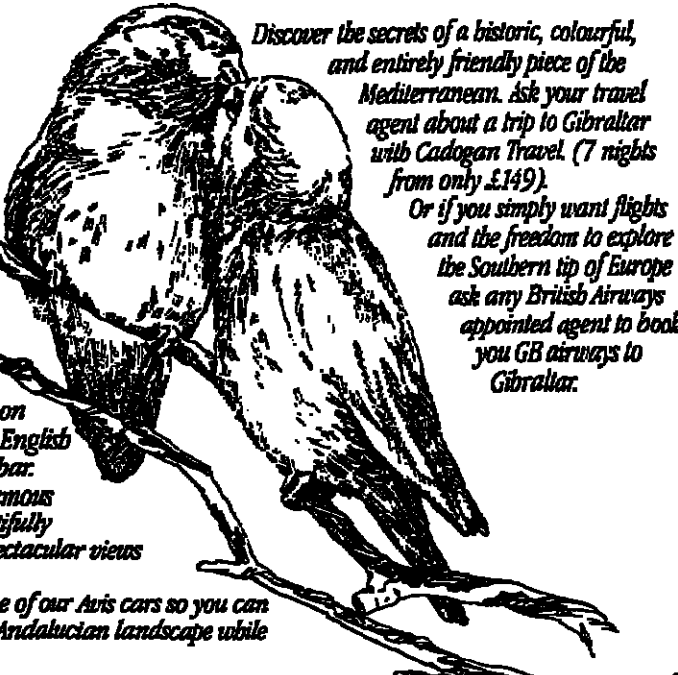
British and Spanish diplomats and aviation experts are still toiling over this in order to find a formula so subtle yet simple, that neither side can cry victory in the sovereignty dispute. A new round of Anglo-Spanish technical-level talks, which may include the airport's future starts today in Madrid.

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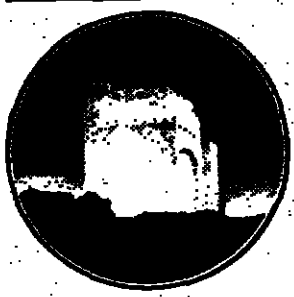
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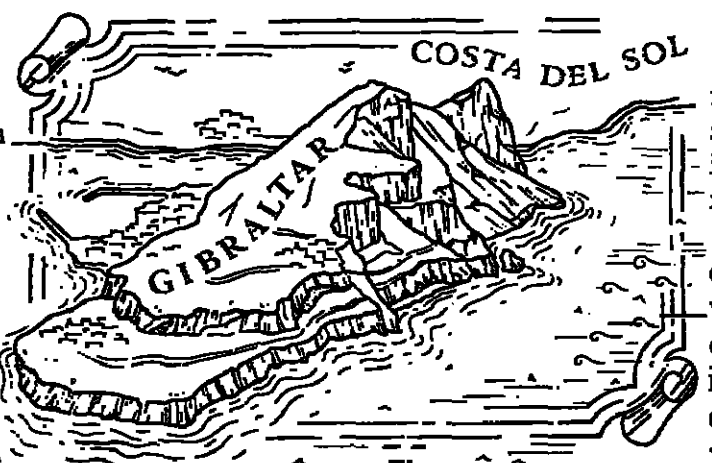
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Lloyds Bank

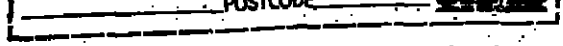
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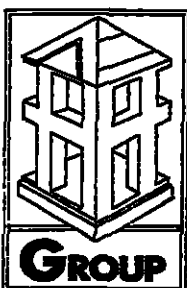
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GIBRALTAR/3**FOCUS****Dockyard struggle to stay afloat**

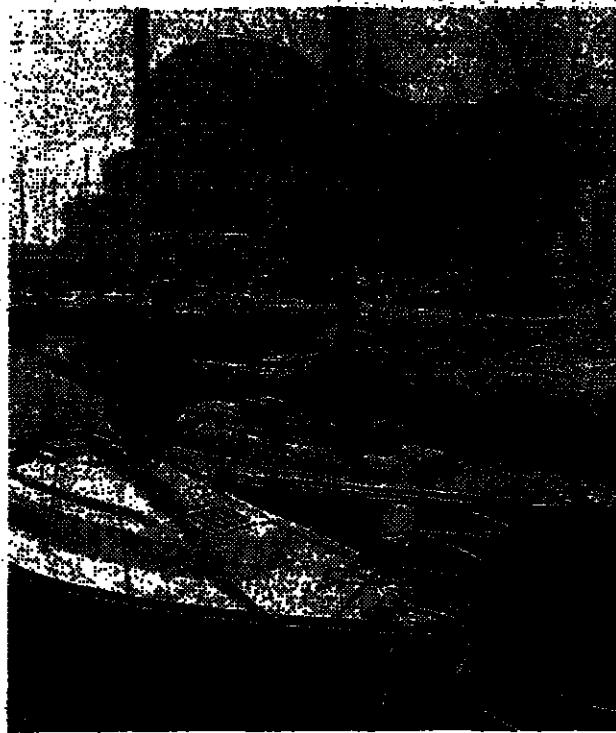
Hundreds of jobs depend on the ability of the Gibraltar dockyards to win commercial ship-repair work when guaranteed contracts from the Ministry of Defence end later this year.

While it seems inconceivable that Gibraltar should function without a dockyard, the unpalatable fact has to be faced that the future is uncertain, and tough action may still have to be taken to give it a fighting chance of survival.

The process of transforming a dockyard which had served the Royal Navy for more than 80 years into a streamlined, commercial ship-repair yard has been painful.

Three dry docks, two repair shops and their workshops officially became the Gibraltar Shiprepair Ltd - or Gihrepar for short - on December 31, 1984. Ownership passed into the hands of the Gibraltar government which, under a 10-year management contract, engaged a UK maritime consultancy, Appledore, to operate the dockyard as a commercial yard.

Gibraltar is at the crossroads of the world's main sea routes, with 6,000 vessels a month passing between the Mediterranean and the Atlantic, and this gives it a unique opportunity to win work. About £14 million of work on naval auxiliary ships was also pledged for the first three years to ease it through the important transitional period.



Sailorers: a new yachting marina in the shadow of the Rock

The management style of the first Appledore managing director sparked off a wave of industrial unrest. Workers, long used to operating naval practices, found it difficult to readjust. There was a lengthy strike.

Because of alarm at the deteriorating climate, the £28 million promised by the UK Government to assist in converting the yard and to cover initial losses was in danger of being held up.

But the arrival of the new managing director, Torsten

Andersson, an experienced Swedish ship repairer, has led to an improvement in the industrial climate. He has made it clear the future of the yard is "in our hands".

He says the "moment of truth" comes at the end of this year when the work from the Royal Navy finishes. Even though Gibraltar will still be able to tender for ministry contracts, it will be bound to face tough competition from UK yards where the future of jobs is just as much at stake as in the colony.

Ernest Montado, a government representative on the board, puts the dispute with the unions down to an "explosion of frustration and misunderstanding between the management and the workforce".

He forecasts difficult times. "Winning Royal Navy work will not be easy," he says, although there is an assumption that the Rock's strategic importance to Britain will continue to be recognized when contracts are given.

The yard's success in winning private work so far has been encouraging, particularly its contracts from West Germany and Scandinavia.

The Government commissioned a report by the accountants Price Waterhouse, after last year's strike, which indicates that the yard, subject to spending on improving some of its facilities and systems, has a viable role.

Adolfo Canepa, the Minister for Economic Development and the key government figure in the dockyards, says the emphasis has to be on "value for money". He says: "We are not prepared to pour money into the yard to give workers bigger increases than those in other industries."

Now the tourists come flooding in with their millions

Caged for 16 years, Britain's lion in the Mediterranean grew self-indulgent, rather shabby and certainly less bellicose. Gibraltar, now awakened by the rusty creak of Spain's frontier gates, still strides with some majesty, but in a new circus - tourism.

Since 1985 the fanfare that accompanied Spain's making the peninsula accessible by foot and vehicle has attracted more than five million visitors. An average of twice the local population makes its way to the Rock every week. Perhaps more impressive is that last August alone saw more tourists than any one year of the closed border.

The clichés about Gibraltar are all true: British under the sun, tinnet bobbies, the changing of the guard and the apes (actually monkeys, say the experts), but Gibraltar's real asset is its geographical location. Inevitably tied to Spain, Gibraltar is Europe's finger reaching for Africa. A 2½-hour flight from London, the Rock is strategically positioned, not only for its own development but that of the Costa del Sol.

When the now-decided Tanager was thriving and the playboys of the 1960s gambled at the Rock's casino, Marbella was little more than a fishing village.

But the Costa has since seen a whole generation of development and its sophisticated nightlife now makes Gibraltar seem provincial. So much so that the tourist industry here has given up all hopes of competing for a market aimed at the young and adventurous.

Instead communications are again in the fore. This time the aim is to make the Rock invaluable to the development of the southern and of the Costa and Campa area, where big luxury projects such as the Sotogrande are getting off the ground. Since 1984 flights from London have doubled, and a leading travel group, Bland, is arranging direct services to Switzerland and West Germany in April 1988.

Gibraltar's "hotellers", who are given to moaning, complain that a great many flight arrivals are transit passengers - people with nearby property who are avoiding the hassle of the drive from Malaga on the so-called "highway of death". The investment by the Argill food group in a Liptons supermarket, the Rock's largest shopping complex, beside the air terminal, yards from the frontier, is proof enough.

Hotel guests are Gibraltar's most valuable customers, spending a lot more than day visitors, who dash around to see the monkeys and caves, leaving behind a much-appreciated tanker.

Comprising almost a quarter of the national income, tourism is a principal pillar of the economy. Horace Zammie, the tourism minister, looks to the 1990s as the golden years. But before then, Gibraltar has several tasks ahead.

Private and government investment is needed to improve the unique historical and natural heritage that distinguishes it from the lively cement jungles of the Costa.

Exempt from VAT and free to buy goods from the world market, bestsellers are Scotch whisky (£3.50 a bottle), cigarettes at half the UK price, jewellery, watches, embroidery and rare items from India and China. Dutch and British cheeses, luxury cars and export plates and perfumes.

Sol Seraya, president of the chamber of commerce, takes as an indication of the commercial centre's growth the increase in import duty revenue for the government from £4.4 million in 1984 and £7.7 million in 1985 to nearly £10 million in 1986.

Confidence for the future is best reflected in the planned £50 million investment by the international construction group, Taylor Woodrow, to develop Queensway Quay, a hotel, apartment and marina complex on the Rock's west side. Completion date is 1991.

Only a fortnight ago local and Campo officials sat together to discuss a joint marketing strategy for the



Home from home: British shop signs in Gibraltar

whole area. Two-centre holidays would combine Tarifa's wind-surfing paradise, with sightseeing on the Rock, Main Street shopping and Sotogrande golf.

To ensure the flow of traffic, both sides want ferry services to be re-established, as well as flights to Spain's national airports.

But it was Spain that in 1969 closed Gibraltar's door to prosperity. Madrid still cracks the whip in this tourist circus. With its political claim of sovereignty, Madrid has not always made things easy at the frontier.

The build-up to Spanish ministerial talks always gives rise to delays at the border and strict customs control. Spain's ambition to use Gibraltar airport as its own, with direct access from the mainland, hangs like a heavy cloud over Gibraltarian entrepreneurs.

Dominique Jan Searle

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FOCUS

GIBRALTAR/4

Guerrilla war around the buildings



The wave of development sweeping Gibraltar after the opening of the frontier with Spain two years ago is threatening the colony's unique concentration of historic buildings, fortifications and archaeological sites within its cramped 2 1/2 square miles.

Last September *The Times* reported on the clash between the Gibraltar Conservation Society and the government over the demolition of the former command education centre, in the Old Town district, so that a £4.5 million commercial development could go ahead. It is described by its developers as the "Covenant Garden of the Med."

Adolfo Canepa, the deputy chief minister and chairman of the Development and Planning Commission, admitted to a "technical legality" in issuing a permit to demolish it, in defiance of a Supreme Court ruling. But the latest exchanges have involved not only Baroness Young, Minister of State at the Foreign and Commonwealth Office in Whitehall, a question from Lord Merivale in the House of Lords, but also the Prime Minister in a personal exchange of correspondence with Lionel Caluog, chairman of the society.

Last month Mrs Thatcher replied to a letter from Mr Caluog which complained about some of the commission's recent activities. She pointed out that under the 1969 Gibraltar constitution, housing and development are defined "domestic matters" and the British Government could therefore not intervene. She went on: "The Gibraltar government, with very little land available, will have to strike a fair balance between development needs and the conservation of Gibraltar's heritage."

This "fair balance" is a hotly contested issue locally, not least because the conservationists believe that the two are not mutually exclusive. In other European countries and the United States, much recent development has involved the sensitive re-use of existing buildings for new purposes, which is



The cathedral church of St Mary the Crowned, one of Gibraltar's architectural treasures

virtually unprecedented in Gibraltar.

Many of the controversial schemes now proposed would involve the demolition of former Ministry of Defence properties: Engineer House, Rosia Parade (proposed site for two blocks of flats), Rosia Bay (a marina) and Engineer Battery (a hotel) for example. Of more general concern, however, is the fact that there is no strategy of long-term development plan, simply an ad-hoc arrangement of dealing with planning applications as they come in.

Much of the new development is for non-Gibraltarians. Many of the construction workers are Spaniards who come over the frontier. So the conservationists argue that local

people are not the main beneficiaries of the development boom.

Generally speaking, the Gibraltarians are more in favour of hotel development than luxury flats, which are beyond the reach of their pockets. The £30 million Queensway Centre project, by Taylor Woodrow, will contain a five-star hotel, 143 apartments, casino, shops, restaurants and bars, and a 350-berth marina. The developers bought the site, formerly used by the Ministry of Defence, for £1.5 million in competitive tender from the government. It marks the landing place of Nelson's fleet.

There are also ambitious plans for the long-term development of East Side, near the frontier, which could cost its Arab backers as much as

£100 million. This would involve massive land reclamation, the provision of a pier and new beaches and luxury flats and restaurants.

Plans here, as anywhere else, often come unstuck for a variety of reasons. For example, a Spanish company has pulled out of a plan to redevelop Princess Caroline's Battery and two proposed 13-storey blocks of luxury flats planned for Rosia Parade so outraged local people that even the government minister responsible for development voted against them.

The government recently announced that it had decided against demolition of Parson's Lodge battery and to open the whole complex to the public as an amenity area,

something the conservation lobby has for years been campaigning for. Meanwhile the future of the naval hospital, likely to be handed over to the government soon by the Ministry of Defence, has yet to be determined.

The government's secretariat, now the Treasury building, also faces an uncertain future, but again demolition seems likely.

What the conservationists would like to see is Gibraltar becoming a signatory of the Council of Europe's Granada Convention which was drawn up to protect the architectural heritage. There is an anomaly in that though the British government is a party to it, the Gibraltar government is not. Europa Nostra appealed to Whitehall on this matter but received the standard reply about "domestic matters".

At present it seems unlikely that the continuing state of guerrilla warfare between the two sides will be resolved only by Whitehall's deciding that it does indeed have an obligation to ensure that planning procedures that apply in Britain should also apply in Gibraltar.

Meanwhile lobbying is set to continue. From May 22, the Duke of Gloucester will host a fund-raising dinner at the Reform Club in London, of the Friends of Gibraltar Heritage Society. And the Gibraltar Heritage Trust recently held its first meeting. It is jointly funded by its friends in Britain and the Gibraltar government, which may indicate some progress. The Northern Defences have been invested in the trust.

It would be ironic in the extreme if the present phase of development, turning the traditional island fortress into a modern tourist attraction, were to result in the destruction of the very character of the Rock which attracts tourists in the first place. But while the official answer to commercial development plans always seem to be "yes", no matter what the cost to the colony's heritage, Gibraltarians can only be apprehensive.

Charles Kneviatt
Architecture Correspondent

THE GIBRALTAR FINANCIAL SERVICES HANDBOOK
PREMIERE EDITION 1987 Editor: Diane Stone

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Where vultures take their rest

Gibraltar's rocky peninsula of Jurassic limestone is a natural history gem. Its position, at the crossroads of Europe, Africa, the Mediterranean and Atlantic, makes it a paradise for migrating birds and for many species of wild flower.

As millions of birds move between Europe and Africa twice a year, the Rock's special significance was recognized back in 1772 by the Rev John White, who was stationed on Gibraltar and whose reports of spectacular migrations were fundamental in convincing the scientists that migration was a phenomenon common to many birds; that swallows flew south in the autumn and did not bury themselves in the mud at the bottom of ponds.

Today, it is still possible to observe massive movements of birds over Gibraltar, though not in the numbers John White saw.

This is particularly so, with birds of prey which are becoming scarce. Raptors, such as the honey-buzzard, for example, which rely on hot-air currents produced over land for lift, are reluctant to fly over long stretches of sea. Those which have to migrate to and from Europe prefer to take a roundabout route which takes them to the Strait of Gibraltar. Here, the sea crossing is only nine miles.

A quarter of a million raptors belonging to 19 different species have been counted in a single season. Eagles, vultures, hawks, falcons and even ospreys migrate over Gibraltar.

Migration is not confined to the large species. Millions of smaller migrants stop on the Rock to rest and feed, especially in spring after making the arduous crossing of the Sahara Desert. They include



exotics such as hoopoes and bee-eaters, as well as species familiar to British bird-watchers such as wheatears. Also to be seen are house martins, blackcaps, robins, cuckoos, gannets and puffins.

In a rapidly evolving world, Gibraltar still offers us glimpses of what the bird migrations over Europe must have been like before pesticides, development and other products of civilization began to take hold.

Birds are not the only sign of spring on Gibraltar. The mild Mediterranean climate with an added touch of moisture due to the Rock's proximity to the Atlantic, make this a unique and rich garden of wild flowers.

Rocky perch among the many species of birds which make a migratory stopover to and from Europe are these griffon vultures

About 600 species of wild flowers have been identified on Gibraltar. At Christmas, species such as the paper-white narcissus cover the slopes.

Much of the Rock's vegetation today is the result of man's presence. The original woodland of the Rock disappeared during the sieges when the resident garrison cut down every tree for firewood.

The Rock gradually regenerated, held back for a long time by goats which were grazed on the upper rock, to produce the present cover of Mediterranean maquis with a rich community of shrubs, including wild olives, mastic trees and a variety of aromatic species.

J. C. Finlayson
Dr Finlayson is an expert on Gibraltarian ecology

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THE  TIMES

GENERAL APPOINTMENTS

March 26, 1987

In recent weeks Daphne Park and Diana McMahon have written about the need for closer liaison between industry and education at both the school and higher education level. Such co-operation undoubtedly has its benefits for both groups, although these are not always fully understood. An initiative of the King's School, Grantham, may serve to illustrate the progress that has been made in this vital field and the benefits that have been achieved.

Early in 1984 a proposal was put to the Department of Trade and Industry's industry-education unit for the establishment of a Centre for Industrial Studies to be based at the King's School. The unit employs industrialists to work alongside "teacher fellows". The aims of the centre are many but foremost is the intention of creating a better awareness of the wealth-creating role of industry, together with the desire to increase the relevance of the traditional school curriculum by drawing on industrial examples.

The centre has moved ahead very rapidly since the initial idea, supported by generous funding from Lincolnshire County Council, the Department of Trade and Industry, the Leverhulme Trust, the Comino Foundation, the East Midlands Electricity Board, the Oxford Delegation of Local Examinations and Shell UK.

The centre now houses a resource centre for use by schools and colleges with details of every industry-education link scheme available. The centre seeks to act

as a catalyst and as a clearing house for good practice in the field of industry-education liaison. Regular in-service courses are run for teachers and for industrialists to improve the ongoing dialogue in this vital area.

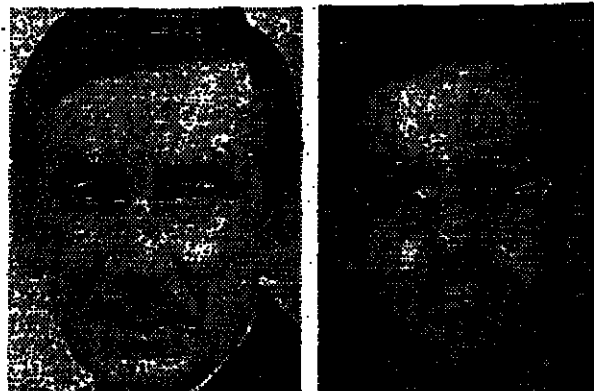
One of the main troubles in this field is the vast number of separate initiatives that have been developed over recent years — each competing for a place in an already crowded curriculum. The centre is trying to offer a more integrated approach to the problem by drawing these various initiatives together in a more comprehensive way.

A good example of how the centre is achieving this is in the field of "twinning". The King's School, a selective grammar school, is twinned with British Manufacturing and Research Co. Ltd, a subsidiary of the Cerilcon-Burle group. Werner Leuch, the managing director, sits on the school governors. BMARC offers industrial scholarships to King's sixth-formers — for engineering, computer science, information technology and business studies.

In the field of curriculum development senior managers meet regularly with the school's heads of departments to discuss teaching schemes. Considerable progress has been made in such areas as foreign languages where the London Chamber of Commerce scheme FLAW (Foreign Languages at Work) is being developed with active involvement from the company's translation department as well as in the more obvious areas of craft, design and technology.

John Varney and Derek Lee describe a school's remarkable initiative

A liaison of education and business that brings results



John Varney, left, is head of the personnel division at the British Manufacturing and Research Company, chairman of the Centre for Industrial Studies management committee.

Derek Lee, right, is headmaster of The King's School, Grantham, Lincolnshire.

The school pursues a rigorous work experience programme and many students are placed with our twin. The Institute of Directors scheme of work shadowing has also been arranged for other youngsters.

Many of the King's staff have been seconded to industry for periods ranging from days to several weeks and through the co-operation of our twin there have been several placements within the company. The company has been able to carry out a programme of preventive maintenance in the craft, design and technology workshops and has provided overalls for classes, valuable contributions at a time of financial stringency.

The centre's staff have been able to help in establishing an industry week with Clifedale, a local primary school, over the last two years. Clifedale has seen for itself

the benefits of working closely with a local company, American Can, in running its mini-enterprise scheme. This is to be developed further to include other schools and other companies.

The cross-curricula potential of the mini-enterprise approach is considerable. Furthermore attitudes towards industry — positive or otherwise — are fostered from an early stage. Plans are currently in progress to develop similar industry weeks for a group of some 10 more primary schools.

Within the school, courses, such as understanding industrial society, economics, industrial studies, accounts and craft, design and technology, all draw on both the human and teaching resources of industry to enrich the subjects. The industrial training foundations course, understanding industry, has been an important

element in the industrial studies course.

At the end of the fifth year all the students go out on work experience placement for which they have been prepared. This is followed by a de-briefing exercise and either a business simulation exercise such as "The Falcon Workshop" or, as this year, by a Challenge of Industry conference organized by the Industrial Society and funded by our industrial twin.

A recent initiative has been the establishment of a new appointment at the centre — the Shell Fellowship. The Fellow, yet to be appointed, will be a teacher who will be attached to the centre for an initial period of two years. The person appointed will have a dual responsibility — firstly to produce teaching materials for

use in schools and colleges, to be published by Shell UK, and in addition the Fellow will be available to any school to help it to establish suitable industry-education schemes within its institution. The costs of this support service will be met by Shell.

The combination of additional staff time coupled with the ability to draw on the resource base at the centre should go some way to overcoming the obstacles to establishing suitable industry-education liaison schemes in schools.

Industry is playing its part in this important initiative. The centre is run by a management committee comprising representatives from industry, education, the Department of Education and Science and the Lincolnshire County Council. The centre is based in the former headmaster's house — a building which has been

elegantly restored to house this unique venture. Many groups contributed to its refurbishment.

In order to ensure a continuing industrial input to the work of the centre firms are seconding their management staff to it. Starting in April an East Midlands Electricity Board manager, an engineer by background, will be working with the centre's teaching staff for a period of six months. So important is this industrial dimension that BMARC has built into its management development plan attachments to the centre. With this regular injection of an industrial dimension the centre hopes to bring about a better understanding of each other's role for both industrialists and those in education.

Obviously much remains to be done but all those associated with the centre are excited by the progress that has been made. Mistakes have been made — for such an experiment it would be surprising if it was otherwise.

The centre was officially opened by the Prince of Wales on February 2. It was a happy and timely occasion, serving to reinforce the message that 1986 was Industry Year with the 1987 theme "Industry Matters".

The centre is a national and regional centre and its facilities are available to all involved in the field of industry-education liaison.

● All communications should be addressed to: The Director, Centre for Industrial Studies, Church Street, Grantham, Lincolnshire NG31 6RR

Appointments Phone: 01-481 4481

Appointments Phone: 01-481 4481

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WORD PROCESSING SUPERVISOR
C £12,500

for our London Headquarters where we provide a central word processing facility for our engineering related activities.

Our overriding requirement is for a person with the expertise to supervise the production of a large volume of reports and correspondence. A task which calls for the management and resourcing of a ten strong department. It also calls for close co-operation with the professional and management staff throughout the FMI organisation, plus an ability to allocate resources according to each day's changing priorities.

A meticulous approach to producing high quality reports is called for, which implies a good understanding of the capabilities and performance of word processing systems.

We would expect the ideal candidate to be educated to degree level, with an excellent standard of written English, previous supervisory experience in a similar environment is essential. In return we offer an excellent starting salary, and the fringe benefits you would expect of a major company.

For immediate consideration, either telephone or send your career details to: Mrs E F C Watt, Personnel Manager, Factory Mutual International, Southside, 105 Victoria Street, London SW1E 6QT. Telephone 01-828 7799.



Factory Mutual International



EUROPEAN PARLIAMENT

The British Conservative Members of the European Parliament are seeking to recruit an Executive Officer to manage the implementation of a campaign aimed at promoting a wider understanding of the institutions of the European Community in general and of the European Parliament in particular. This appointment is being made in the context of the next elections to the European Parliament due to be held in 1989.

The appointee will report directly to a Campaign Committee, to whom he or she will submit proposals for action. The appointee will be required to work in close cooperation with an accountant and will be required to keep financial records and to certify invoices for payment by the accountant.

A comprehensive knowledge of the EEC and of political organisation in the United Kingdom is essential. Candidates should also have experience of office administration and the ability to apply the disciplines essential to good management.

The place of work will be in London S.W.1. The appointee will have the services of a full-time secretary. Some travel will be involved, occasionally to Brussels and Strasbourg but mainly within the United Kingdom.

The initial appointment will be for two years, although the contract may be extended for a further six months. Salary to be negotiated, but likely to be £25,000 - £30,000 p.a.

Applications, with CV, photograph and references should be addressed to the Secretary-General, European Democratic Group, European Parliament, 97-113 rue Belliard, 1040 Brussels, Belgium, from whom further details of the appointment may be obtained. The deadline for applications is 17 April 1987.

RELATIONAL DATABASE DEVELOPMENT

Securities Systems

Morgan Guaranty is one of the world's leading financial institutions with offices located in business centres around the globe. We have a very substantial commitment to develop sophisticated securities systems, using 4th Generation Languages in a relational database environment.

We are looking for graduate systems professionals with experience of structured methodologies and a proven ability to communicate effectively at all levels.

The packages quoted are indicative. Outstanding candidates will receive outstanding offers.

Database Manager
c. \$30k package + car

The prime responsibility is to ensure the integrity and performance of the production databases. You will be the final authority on the physical implementation and will monitor and tune the databases to achieve service levels required by users.

An in-depth knowledge of VMS system optimisation is essential, together with an understanding of the impact of relational databases on the technical environment.

Systems/Data Analyst
c. \$22k package

You will work with project teams and business professionals as a consultant on data analysis and design tasks. In this role you will develop a thorough understanding of Morgan's business and data needs... an in-depth knowledge that will prove invaluable on future projects.

A successful record of systems development in a structured environment including at least 12 months' data analysis experience is essential.

Database Administrator
c. \$25k package + car

You will co-ordinate database design requirements across many applications. This includes developing standards for design, security and recovery. You will supply consultancy on the Ingres DBMS and application building tools.

Skills required include design expertise (eg: normalisation, data distribution) and knowledge of relational database systems.

Analyst Programmer
c. \$20k package

The role involves building data dictionary services, using the Ingres relational software. In addition, you will ensure the integrity of the dictionary and become the central reference point for advising its users.

A VAX/VMS Analyst Programmer with a technical bias and a genuine interest in 'automating systems development' will find ample scope here. Training in data analysis, design techniques and Ingres will be provided.

Please contact our consultant John Miskelly, on 01-405 2727 during office hours or 0836 219419 evenings and weekends (noon-6pm). Alternatively send a cv to JM Management Services, (Ref: RDD), Columbia House, 60 Aldwych, London WC2B 4DX.

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Interesting opportunity in an exciting and demanding environment

Citicorp Investment Bank Limited is expanding its trading and sales activities in Euro-DM denominated securities in London.

As a member of a highly professional team, you will work closely with the securities team in Germany. You should have 5 to 7 years' trading experience and a masters degree. Familiarity with Euro-DM illiquid markets is not essential but would be advantageous.

Customer coverage in this role is required and the market segment is the Middle East. Fluency in Arabic is essential.

This is an excellent opportunity to join a

successful, expanding unit and an attractive compensation package will be offered to the successful candidate.

Please write with personal career details to: Miss Hanneke C. Freese, Senior Personnel Officer, Citicorp Investment Bank Limited, 338 Strand, London WC2R 1LS.

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CJA RECRUITMENT CONSULTANTS GROUP

3 London Wall Buildings, London Wall, London EC2M 5PJ
Tel: 01-588 3588 or 01-588 3576
Telex No. 887374 Fax No. 01-256 8501

Opportunity to create and implement new Business Strategy and Plan. Prospects of Board appointment in 1-2 years.

BUSINESS DEVELOPMENT MANAGER - DIRECTOR DESIGNATE

BIRMINGHAM £20,000-£25,000 + BONUS AND CAR

ESTABLISHED AND EXPANDING PROFESSIONAL FIRM PROVIDING SPECIALIST SERVICES TO COMMERCIAL PROPERTY SECTOR

For this new appointment, to accelerate penetration of a specialist professional service to the commercial property market, we seek candidates aged 32-38. We require a comprehensive understanding of the workings and requirements of property companies/developers, landlords and agents, with related country-wide contacts a definite asset. The prime requirement is a broad background in new business promotion and evidence of achievement in the marketing of property related products to substantial clients. Reporting to the Chief Executive, the successful candidate will be responsible for the development of the new Corporate Business Plan and its execution, subject to Board approval. This will include initial market surveys, and subsequent proposals to include strategy, budgets and forecasts. Essential qualities are commercial acumen and imagination, negotiating and leadership skills and, working with the minimum of direction, the ability to achieve objectives and make a substantial overall contribution to the progress of the Group. Some away travel is necessary. Initial salary negotiable £20,000-£25,000 plus performance related incentive, car, contributory pension, life assurance, BUPA and assistance with relocation expenses. Applications in strict confidence under reference 4484/T1, to the Managing Director, CJA.

3 LONDON WALL BUILDINGS, LONDON WALL, LONDON EC2M 5PJ TELEPHONE: 01-588 3588 OR 01-588 3576. TELEX: 887374. FAX: 01-256 8501

A successful career in IT Consultancy?

The answer's a good question.

£37,500+car

If you can ask the right questions in IT consultancy it is likely that you're en route to providing the right answers. Anticipating the wrong answers, however, can enable you to be even more accurate. And this comes with substantial IT experience. Knowing the most incorrect answers to problems can often lead to a better understanding of what's right.

Our Client is one of this country's leading international Management Consultancy firms, whose Information Technology division is currently undergoing a period of rapid expansion. We have therefore been asked to seek out high calibre professionals who have an outstanding record of business success and experience.

You will become part of our team of top-level consultants advising Information Technology Vendors. And this could involve you in a wide range of assignments in the areas of business strategy, marketing, education and training, product management, product strategy and distribution.

The work is demanding and varied. Not only will you have strong analytical

skills and sound business judgement, but knowledge of the functional aspects of IT and the wider market implications of its recent and future developments.

Preferably a graduate from an analytical/scientific discipline (except computing), you must be aged 25-35 and be able to demonstrate a high level of achievement in business. A second degree would be a distinct advantage and personal skills and commercial awareness must be of the highest quality. It is likely that you will have previous experience either as a user, an IT Vendor or a consultant.

The rewards are high, not simply in terms of salary (which will not be a barrier to the right person). We also offer excellent career experience and promotion based on merit.

Please phone Ron Brown or Claire Hyslop on the numbers below or send your full personal and career details in confidence to our Maidenhead office.

Ron Brown Office: 0628 75945 Home: 06286 5922. Claire Hyslop Office: 0905 612261 Home: 0905 354509

MYA SEARCH INTERNATIONAL LIMITED

MYA House, King St. Shadwell House, Macclesfield St.
Macclesfield, Cheshire SK10 1EF Worcester WR1 2DO
Telephone: (0525) 72345 Telephone: (0905) 612261

London, Maidenhead, Worcester, Leeds

MYA
Search, Selection & Training

USE YOUR MILITARY EXPERIENCE IN OUR MARKETING TEAM

Our client is Europe's leading manufacturer of advanced military avionics systems. They have an unequalled record of success in exporting avionics systems to all parts of the world, including the United States.

They have major, full scale development programmes in the latest technology for fast jet aircraft attack and display systems. Many of their products, such as night attack systems, lead the world.

The marketing team is now to be expanded to open up new markets throughout the world. This has created opportunities for people with relevant military or avionics experience to act as the interface between our client and their customers. Applicants will therefore have drive and initiative and be able to operate without close supervision in a very demanding environment.

The positions could be well suited to officers from any of the Services

with recent operational or avionics experience, including aircrew with a fighter or ground attack background.

Our client is therefore offering suitable ex-military personnel or graduate level avionics engineers an exceptional opportunity to use their experience in an innovative, interesting and challenging role, with frequent overseas travel. Prospects for the right people are excellent.

A salary, around £20,000, will be offered supported by an excellent benefits package which includes relocation assistance where appropriate.

In the first instance, please write with career details to Mike Fleming, Director, CRS 460, Lockyer Bradshaw & Wilson Limited, 39-41 Parker Street, London WC2B 5LH. All applications will be treated in the strictest confidence. Please list any companies to whom you do not wish your application forwarded.

LBW

LOCKYER, BRADSHAW & WILSON LIMITED

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Advanced Technological Environment

Technical Administration

If you have a proven track record in this area, we can offer you the opportunity of a new, rewarding and extremely demanding career challenge (a word we do not use lightly!).

If successful, you will manage the Central Information computer system for our Information and Communications Department, which is a vital element in our preparation to become the world's leading centre for the market in international equities. Here you will have complete involvement in:

- * Management of take-on of all new and existing services
- * Management of studies and projects affecting administration
- * Establishing controls to ensure that all services are properly managed. To implement and monitor them to ensure that controls are adequate.

The man or woman we select to join our team will already be working as a Manager in a similar high-tech environment, and will combine an innovative but enquiring mind with good oral, written and interpersonal skills.

The starting salary will be in the region of £19,000 p.a., and an excellent benefits package includes a fully-paid season ticket, non-contributory pension and BUPA.

Please send your detailed C.V. to Linda Scotts, Personnel Manager, Information Services Division, The International Stock Exchange of the United Kingdom and the Republic of Ireland Limited, Old Broad Street, London EC2N 1HR.



THE STOCK EXCHANGE
A market in progress

Leicester Polytechnic Deputy and Assistant Directors

Kenneth Barker, the new Director with effect from 1st September 1987, is seeking well qualified and experienced applicants to join his Management team. No particular academic, industrial or professional background is preferred, selection being guided by the need to draw upon a breadth and balance of interest and capability. Those appointed may justify professional status. Portfolios of responsibility will be discussed at interview.

Leicester is a leading Polytechnic with a record of distinguished achievement. Its future holds excitement and challenge for those with ability and commitment.

Salary: Group 12 Institution £27,486/£28,479 p.a. (under review).

Application forms and further particulars from: The Personnel Officer, Leicester Polytechnic, PO Box 143, Leicester LE1 9BH.

Tel: Leicester (0533) 551551 ext. 2303.

Closing date: Wednesday 15th April 1987.

EQUAL OPPORTUNITIES POLICY: Applications are welcome from people regardless of their race, ethnic origin, religion, sex, marital status or disability. Disabled applicants will be guaranteed an interview if suitably qualified and experienced, and supported by a recognised agency up to £400.

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AMI manage 4 major hospitals on behalf of the Saudi Arabian government:

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Professionally qualified hospital staff in certain disciplines will be required over the coming months, as AMI's influence in Saudi Arabia's healthcare continues to grow.

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SPECIALITY
HOSPITAL EXPERIENCE (no. of years)
A response will be sent only to those who meet the minimum of 3 years' post-qualification hospital experience.

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AMI Middle East Services Ltd.

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Due to our continued growth and success we are seeking two exceptional individuals to join us.

The successful candidates will probably be of Graduate standard, have a true desire to succeed and a genuine interest in the computer industry. Personal qualities are more important than experience. They will find high standards of achievement, a demanding but informal environment and a rewarding career.

For further details phone Martin Barry on 01-739 3424 or send a C.V. for his attention.

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66 Great Eastern Street, London EC2
Telephone 01-739 3424

International Managers

A truly successful record in export or international operations?
Interested in learning about suitable jobs when we handle them?
If so please contact Terry Turner.

We have been in the search business for ten years, covering many business sectors for large and small organisations. Our interest is in people who are already directors or who will reach that level in the next year or two.

We are not a placement agency and our role is to identify the most appropriate candidates for specific jobs on behalf of employers. CV information is confidential and never passed on without permission.

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The White House, Market Place, Chalfont St Peter, Bucks SL9 9HR. Tel: 0753 886601.

ENGLISH NATIONAL BOARD FOR NURSING, MIDWIFERY AND HEALTH VISITING

MANAGER - NURSES CENTRAL CLEARING HOUSE

£10,874 - £13,222

The Board requires a Manager for the Nurses Central Clearing House which provides a centralised system for processing applications for nurse training courses in England. The Clearing House is situated in Bristol with 24 staff and the Manager will be responsible to the Director of Administration at the Board's London Headquarters. Candidates must have an understanding of the financial and personnel skills inherent in successful management and be able to demonstrate a record of effective management within the private or public sectors. A practical knowledge of computer systems and their applications is essential.

An application package can be obtained from Mr P. J. Aleman, Director of Administration, English National Board for Nursing, Midwifery and Health Visiting, Victory House, 170 Tottenham Court Road, London, W1P 0HA - Telephone 01 368 3151.

Closing date for receipt of applications: Friday, 10 April 1987.

Interviews of short listed candidates will take place in London on Wednesday, 29 April 1987.

ASSOCIATION DIRECTOR DESIGNATE

The H.V.C.A. representing some 1,200 member companies with a turnover in excess of £1.0 billion seeks to appoint a successor to the present Director, who is due to retire in July 1989.

Ideally, the successful applicant should have a strong personality and be able to motivate staff within a team environment. He/she should be a first class administrator and be able to manage a multi-discipline office, based in London. A legal/financial background would be an advantage, together with good written and verbal presentation and an analytical problem-solving approach.

A University degree or equivalent professional qualification would be desirable, although a person with relevant experience and proven track record would also be considered. Preferred age between 35 - 45 and starting salary at least £40K plus company car and usual benefits.

Apply in confidence with C.V. to: Box no LS2.

BBC APPOINTMENTS

REPORTER/PRESENTER

Television
Plymouth
£10,412 - £14,725*

BBC Television South West seeks a Reporter/Presenter to follow in the footsteps of Kate Adie, Sue Lawley, Jan Leeming and others whose successful careers started in Plymouth. The duties include newsreading on our regional television news bulletins; reporting for and occasionally presenting our highly-rated news magazine *Spotlight*; and contributing to network television news and *Breakfast Time*.

If you are a journalist with radio or television experience who can originate ideas and convey them accurately with fluency and style, contact us immediately.

This is offered as a 1-year contract. (Ref. 5690/T)

BBC North West

REPORTER

Radio Merseyside

Are you a young, ambitious reporter with at least three years' journalistic experience? If so, Radio Merseyside has a vacancy that may interest you. The work is primarily reporting, interviewing, bulletin writing and newsreading. Good microphone voice and current driving licence essential.

Salary £8,954 - £11,170.
Based Liverpool. (Ref. 3203/T)

*Relocation expenses considered for permanent posts.
*Plus allowance of £597 p.a.
Contact us immediately for application form (quote appropriate Ref. and enclose s.a.e.) BBC Appointments, London W1A 1AA. Tel. 01-827 5798.

ITALIAN SPEAKING SALES MANAGER

c. £20,000 + BONUS + CAR

Our client, an international Co. manufacturing consumer durables and European Market leader in its field seeks a sales manager (30+) to be based in London and assume responsibility for UK Sales.

This Senior Management role should provide a strong lead for the Area Sales Managers (5), motivate and co-ordinate their activities, take overall responsibility for the sales support functions and report directly to the Managing Director.

Good spoken Italian is required and there will be occasional trips to Italy on Management Assignments and on the Managing Directors behalf.

For further information ring (01) 839 3385

CLC Language Services & Co (Rec Cons)
6 Buckingham Street
London WC2N 6BU

SUPER SECRETARY

for an expanding firm of accountants in W1. Must be able to cope under pressure. Small very trendy environment. Successful applicant given full creative freedom and must have a sense of humour. Word processing skills a distinct advantage but not necessary. Salary totally negotiable.

Please ring Mr Adams
01-486 8804 (private line).

GRADUATE TRAINEE

Sevenoaks based commodity merchants are looking for a graduate trainee early 20's.

The training programme will expose the successful applicant to all aspects of the company's buying, selling and stockholding operations. As a trader he or she will be involved in selling to wholesalers, supermarkets and food manufacturers and buying the products direct from the country of origin.

The successful person is likely to be:

- a) interested in selling and marketing
- b) eager to travel in the UK and abroad.
- c) be ambitious for responsibility and success.

Initial interviews will be conducted by telephone on 30th/31st March and 1st April, with final interviews in Sevenoaks on 6th/7th/8th April. It would be helpful if, when writing, applicants could give a telephone number at which they can be easily contacted.

Full C.V. to Mr John Southworth, H & T Walker Ltd, Walker House, London Road, Riverhead, Sevenoaks, Kent TN13 2DN.

Stuck on the treadmill?

If you're working hard yet standing still - in terms of earnings and career progression - then someone else is capitalising on your talents.

Put a stop to it by getting in touch with Allied Dunbar Assurance plc, one of the country's leading financial management groups.

Our reputation for high rewards and excellent career prospects is tremendous. And we can provide you with training and products that are amongst the best in the business.

For more information ring:

Cambridge Area - John Patrick on 0223 323811
Essex and East London - Rudi De Burgh on 01 518 6966

We are an equal opportunities group. Applications are welcome regardless of sex, marital status, ethnic origin or disability.

NEW PRODUCT DEVELOPMENT MANAGER

• TOP SALARY • PRESTIGE CAR
• PROFIT SHARE • SHARE OPTIONS

Grants of St. James's Limited is the leading wine and spirit merchant in the UK and part of the new, rapidly expanding international wine business - European Cellars.

We have a total commitment to new product development as an essential part of brand building in support of our mission to be the best known business in the world of wine and the country's foremost brand owner.

Reporting directly to the Marketing Director you would be given a free hand to generate new wine brand ideas for the on and off trade.

This is a high profile role which we regard as vitally important to our future success. You would be the key force driving the development of product and brand concepts right through to launch.

Aged around 30 years it is essential that you have a successful record of past achievement, a thorough knowledge of market research and advertising and outstanding skills of organisation and presentation.

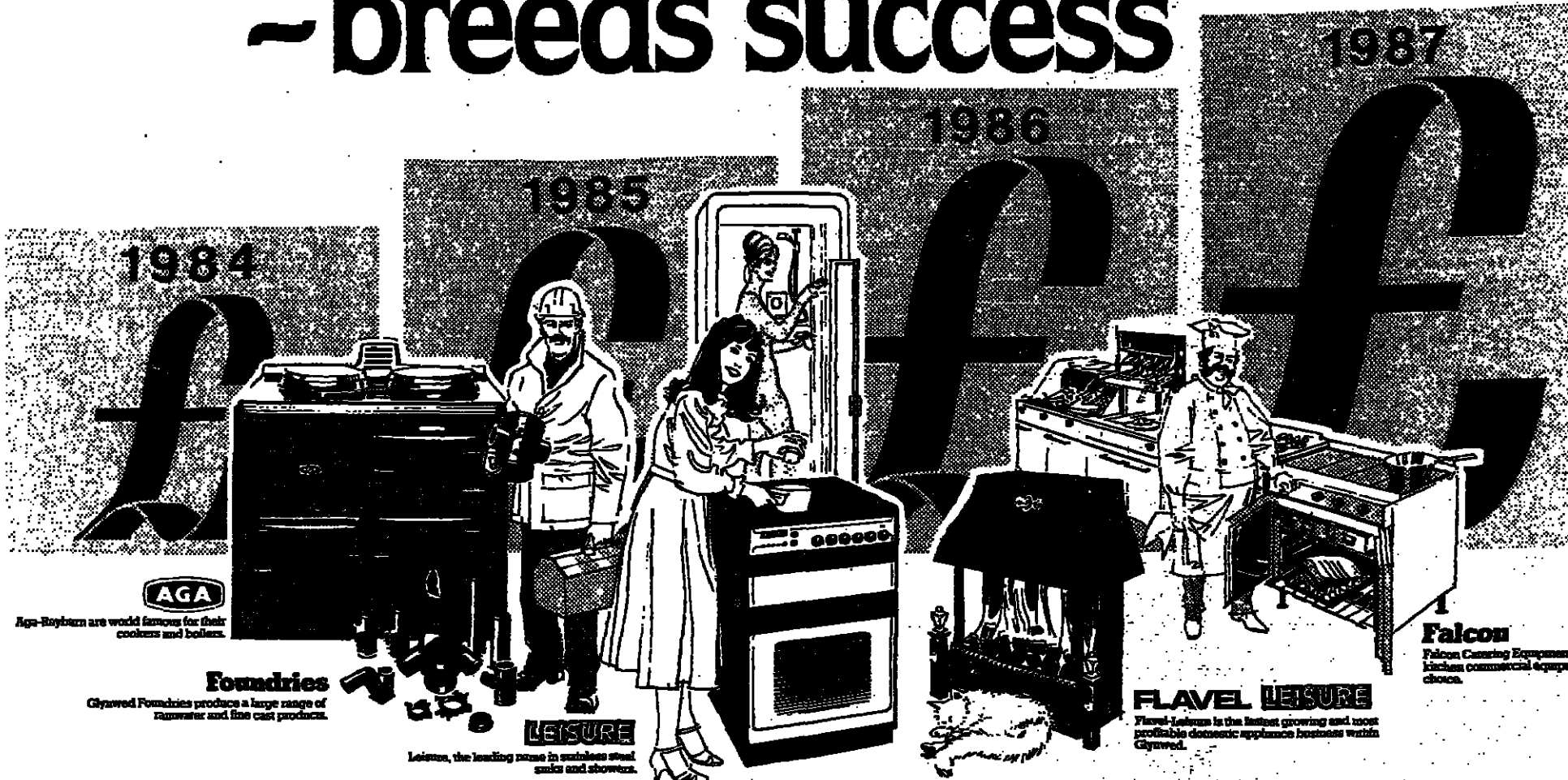
We will offer a very attractive executive package and salary will not be a barrier to appointing the right person.

Please apply by writing with full details of your career and current salary to: Robert Gregory, Personnel Director, Grants of St. James's Limited, Eastgate House, 10 Nottingham Road, Derby DE1 3TB.

GRANTS OF ST JAMES'S LIMITED
Established 1891
WINE MERCHANTS

GENERAL APPOINTMENTS

GLYNWED management success - breeds success



To direct and produce the next chapter of our success story
we require additional successful managers
to join our winning team

Few British Companies can match the outstanding financial performance of Glynwed International plc where profit growth has exceeded 20% for each of the last 5 years.

Even fewer British engineering and manufacturing businesses can match Glynwed's consistent ability to produce consumer products that continue to dominate their markets at the same time as maintaining realistic profit margins.

A successful Division within Glynwed is Consumer and Building Products, whose own high performance mirrors that of the Group. The Division is now poised to expand its business activities which includes famous household names such as - Flavel, Leisure, Aga, Rayburn, Glynwed Foundries and Falcon Catering Equipment.

As part of our expansion programme we are now seeking to add successful business managers to our established senior management team. Senior Managers who can immediately contribute to our forward thinking policies and business targets as well as play an important role in the future direction and production of the next chapter of our success story.

Our Kitchen/Consumer orientated businesses are located in various areas of the UK so that those appointed could operate from a choice of locations in the Midlands.

MANAGING DIRECTOR

Consumer Products
This is a Divisional board appointment with responsibility for the Chairmanship of the management boards of Flavel-Leisure, Aga-Rayburn & Leisure, which collectively have a turnover in excess of £50m p.a., and 1,500 employees at three locations.

The setting and achievement of an agreed business plan for each of the businesses is a key element of the job as is the increased penetration of established and new markets by organic growth and/or acquisition. Also the development of new products and the introduction of improved manufacturing technology.

Candidates must have successful general management experience of a £30m+ operation, extensive experience in the finished goods sector and a good product, process and market development record. Ref. 1

DEVELOPMENT DIRECTOR

Consumer Products
To be responsible for our major RD centre in Solihull, West Midlands and, in conjunction with the Managing Directors and Senior Management of the operating businesses, all on-site product and process development facilities.

The overriding priorities are ensuring a constant flow of new products of the highest design standard to meet the demands of the consumer market. Also that the most cost effective and efficient production processes are employed and maintained in all areas of manufacture.

The successful candidate will be supported by an experienced team of CAD/CAM, computer quality and development managers, a staff of 80 and control a budget in excess of £2 m.p.a.

Applicants, ideally in the 40+ age range must have been responsible for an RD budget exceeding £m p.a., a proven record in product and process development and relevant experience in the domestic appliances industry. Ref. 3

MARKETING DIRECTOR

Consumer Products
This is a new key post carrying responsibility for developing and implementing a comprehensive marketing strategy for the three consumer durable orientated businesses within the Division. Flavel-Leisure, Aga-Rayburn and Leisure.

Operating in conjunction with the Consumer Products Development Department and the individual businesses' sales, marketing and manufacturing functions, the person appointed will be expected to make a significant impact on, and contribution to, overall growth and profitability.

Candidates should have extensive product development experience gained in the consumer durables market and have made a substantial personal contribution at strategic level. Ref. 3

There are also opportunities in two of our other businesses.

MANAGING DIRECTOR

Glynwed Foundries
To lead a multi-site operation based at Ketter, Shropshire producing cast iron drainage materials and municipal castings. Prime duties will involve increasing market share, enhancing product range and completing important investment programmes. Applicants should have general management experience gained within a £20m+ business in or related to the cast iron foundry sector plus substantial product, process and marketing knowledge. Ref. 4

MANAGING DIRECTOR

Falcon Catering Equipment - Scotland
To expand the business, based near Falkirk, by organic growth/acquisition etc., whilst maintaining current profitability.

Also to ensure product design/development meets market demands. Applicants with general management experience gained in a £20m+ company must possess extensive knowledge of finished engineered/metal goods and a relevant record in business development. Ref. 5

Remuneration and benefits package is designed to attract, motivate and retain those with ability and commitment. Those joining us in senior positions will find that their rewards, which can be substantial, are geared to performance and will increase considerably as the business they manage continues to grow successfully.

To apply - We appreciate that as a busy manager your time is limited, we have therefore prepared this 'quick response facility'.

We also realise that to consider a move at this important stage of your career you would require by return comprehensive details about the Company, its products and our management team.

Apply in the strictest confidence to Hugh McCordie on 021-242 2266, or complete the 'quick response facility' and send to Glynwed Group Services Ltd., Headland House, New Coventry Road, Birmingham B26 3JL. Post open to men or women.

QUICK RESPONSE FACILITY

Please send me comprehensive appointment details and application pack.

Ref. 1 ☐ Ref. 2 ☐ Ref. 3 ☐ Ref. 4 ☐ Ref. 5 ☐

Please tick appropriate boxes:

Name _____

Address _____



Glynwed Consumer & Building Products Ltd

PROBABLY THE MOST AMBITIOUS I.T. STRATEGY IN THE FINANCIAL SECTOR

Certainly, some of the best rewarded opportunities
for I.T. professionals.

No-one in the consumer financial services sector is growing more rapidly, or supporting its growth with a more ambitious I.T. strategy. Already, one of the specialised teams which is handling this implementation programme is in place. Now, our client is forming another two.

Hence the need for both Project Managers and Business Analysts at its headquarters in a London location which is exceptionally well served by rail, underground and road links.

PROJECT MANAGERS £22,000 package + car

You will be a numerate graduate, aged 27-35, preferably with an additional professional or business qualification (e.g. MBA, ACMA or DMS) and achieved significant operational and technological change within the financial services industry. Project Managers hold total responsibility for one or more I.T. projects. You will be accountable for the definition of the organisation's I.T. needs ensuring that systems developed by outside agencies meet these needs and for final implementation. You will also act as an internal consultant in order to identify available technological opportunities.

LBW

LOCKYER, BRADSHAW & WILSON LIMITED
A member of the Addison Consultancy Group PLC

BUSINESS ANALYSTS c£14-18,000 package

Analysts must be graduates in a numerate discipline, aged 25-30, with a background in project development and implementation, I.T. consultancy or management services.

In addition to analysing in-place systems, this role requires an involvement in the design, development and implementation of new facilities, plus an active participation in both feasibility and cost-benefit studies.

The package includes for both positions a full range of financial sector benefits including mortgage subsidy, non-contributory pension, life assurance and four weeks' holiday plus, for the Manager, a prestige company car.

Our client sees these positions as growth-based opportunities which offer the chance to gain an in-depth knowledge of financial systems and project management. Expertise which in turn opens up a range of career paths within their large and diverse organisation.

For immediate consideration, please send your c.v., quoting Ref. CRS 475/TT to: Steve Garlick at: Lockyer, Bradshaw & Wilson Ltd., 39-41 Parker Street, London WC2B 5LH.

Please list any companies to which you do not wish your personal details to be sent.

Market Surveillance

In the four years since its inception, LIFFE has grown to be the leading futures and options exchange in Europe. It has a daily contract value of £12 billion and will be applying for recognition as an Investment Exchange under the Financial Services Act later this year.

The Market Surveillance Department which is responsible for ensuring members' compliance with its Rules and for undertaking market surveillance and investigations, is seeking two Surveillance Officers.

One will primarily be responsible for the conduct and co-ordination of market investigations and the resolution of disputes. Experience of securities and/or futures market practices and an ability to communicate at director level are essential. REF: SOA.

The other will monitor members' financial standing, assess their risk exposure and review their internal controls and procedures. An accounting background and strong communication and report writing skills are prerequisites. REF: SO1.

These senior positions offer a stimulating challenge and would suit versatile individuals with initiative who wish to learn about one of London's fastest-growing markets and be part of a small, highly motivated team.

Excellent salary and benefits packages will be geared to experience.

Please send full cv, quoting the appropriate reference, to: Helen Jenkins, LIFFE Ltd, Royal Exchange, London EC3V 0JP.

The London
International
Financial Futures
Exchange.

LIFFE

COUNTY FIRE DEPARTMENT

Manager Support Services

- £14,475 - £16,374

The County Fire Department provides support services to the Kent Fire Brigade - one of the largest Fire Brigades employing about 1730 personnel. There are 65 fire stations, 300 appliances/vehicles, a £20 million Revenue Budget and a £2.2 million Capital Budget.

The duties of the post include the direct provision of support to the County Fire Officer and 3 Assistant Chief Officers and responsibility for Premises, Communications, Operations and Fire Prevention matters. The post is accountable for about 45 Local Government Officers at County Fire Headquarters and the 3 Divisional Offices.

To be considered candidates must evidence sound 'generalist' capability, work and people management skills together with a general appreciation of fire, micro technology sufficient to aid the development of existing and planned networked systems. Candidates with a DMS and micro systems analysis and design experience will be preferred.

Details of the County Council's relocation scheme, further information relating to the post and an application form may be obtained by telephoning Maidstone (0622) 54311 ext 282 Mrs. Sparrowhawk or by writing to County Fire Department (Personnel) The Goddards, Tott, Maidstone, Kent ME16 0JG.

Closing date for application 18 April.

KENT COUNTY COUNCIL

PLACEMENT CONSULTANT

for well-established group specialising in recruitment for the professions.

This particular appointment is for a fast moving sector where the ability to meet tight deadlines is essential.

Commercial awareness and practical skills, including working knowledge of computers are important. Education to 'A' Levels, and experience in recruitment or personnel gained with reputable companies essential. Attractive financial package.

Tel: 01 242 9263

Can you think Internationally?

As an International shipping company opening in London, we're looking for a special kind of PA to work with our MD. Qualities must include personality, commitment, usual secretarial/word processing skills and an ability to respond to people from all over the world. This is a hectic, demanding but very satisfying environment for somebody used to giving their best. Excellent salary and conditions for someone of exceptional ability.

Write with CV to: Michael Smithies, Omni, London House, Suite 23/24, London, W6 9LZ.

DIRECTOR'S SECRETARY

A secretary with shorthand, typing and word processing experience is required by the Director of an Association based in a small Westminster office.

The ideal person will be at least thirty and have an adaptable and flexible approach to work. In addition to secretarial work, duties include office administration and contact with the 25 member companies.

Salary on a scale starting at £9,965 plus 30p LV's per day.

Please send CV to:

The Director, Water Companies' Association, 14 Great College Street, London SW1P 3RY. (No Agencies)

AD AGENCY

Based in WC1 urgently needs a young secretary to work alongside one other secretary taking control of its hectic T.V. Department. You'll be responsible for keeping the office running smoothly. It's hard work, but you'll be appreciated, and the salary will reflect your importance to the department.

For further information ring
Leanne Webb - 01-379 7404

BILINGUAL ENGLISH ITALIAN SALES ADMINISTRATOR

wanted for MFI till importer of Italian furniture. Multilingual, accurate and able to work on own initiative in very productive office. You will maintain contact between customers and manufacturers. Typing, tele and WP needed.

£10,000 p.a. negotiable.

Write with CV to Bruno Rimini Ltd, Trafalgar House, Grosvenor Place, London NW7 3SA.

GENERAL APPOINTMENTS

MANAGING DIRECTOR

Bell Group International Limited

Bell Group International (BGI) is a wholly owned subsidiary of The Bell Group Limited of Perth, Western Australia, which has achieved an outstanding growth record in each of its 15 years of existence. The Bell Group has a market capitalisation of A\$2,200m and ranks among the largest Australian companies.

BGI is responsible for all of the Group's international activities in the Northern Hemisphere. With annual turnover of over £110m, its businesses include film production and distribution, a major chain of London theatres, a substantial international reinsurance company and a property portfolio of around £100m. It also has an active investment share portfolio and some strategic holdings in other listed companies.

The Company now seeks to appoint a Managing Director to take control and co-ordinate the operations of BGI. The successful applicant will have had experience in a similar position in international business, be able to demonstrate strong managerial skills and possess the commitment and energy to develop and expand the Company's activities further. This is a challenging opportunity for the right person.

An appropriate remuneration package is negotiable. If you possess the qualities which the post demands, and have the stature to command professional respect and to contribute positively at Board level, please write, enclosing a c.v., to:

Mr M. R. H. Holmes a Court,
Chairman,
Bell Group International Ltd,
17 Great Cumberland Place,
London W1A 1AG

BELL

Success comes early in life at Arthur Andersen & Co., Management Consultants



Partner
Age 35 yrs.



Consultant
Age 23 yrs.

Aged mid to late 20's - up to £30K

You must have a good degree matched by an impressive record of post-graduate achievement. You must want to be involved with the growing importance and impact of information technology. And you must want to be stretched to the limit in a company where career prospects are genuinely unlimited.

Our training is widely regarded as the best. Mind you, it's also demanding - it mixes on-the-job development with formal courses in Chicago and Geneva. Formal training amounts to around 600 hours in your first three years.

Travel and variety are all part of our challenge. Projects may last two weeks or two years. They may be business studies, technical designs, systems implementations.



Manager
Age 29 yrs.

In other words, you've got to be very versatile.

It's a lot to expect... but then again, you'll have a lot of support. The strength of our culture lies in our team approach to excellence. You can be certain of working with the most agile intellects in the world of management consultancy.

We're growing and successful, and we need you to be the same.

Meet us at VISIT '87 or contact us direct by writing in the strictest confidence, quoting Ref: ST22/3, to: Mike Sterling,
Arthur Andersen & Co.,
Management Consultants,
1 Surrey Street, London WC2R 2PS.

ARTHUR ANDERSEN & CO.

Management Consultants



Manager
Age 28 yrs.

Uniting business and technology

The pharmaceutical industry is committed to a radical change in the packaging of prescription medicines for dispensing to patients. The project is being co-ordinated by the Association of the British Pharmaceutical Industry, who have asked for our help in locating a:

Project Manager Original Pack Dispensing Pharmaceuticals £ Negotiable

Your key responsibility in this full-time post will be to stimulate and co-ordinate the progress of the industry and the professions towards the introduction of original pack dispensing. Reporting to the Association's Director of Commercial Affairs, you will:

- establish regular contacts with senior executives in all member companies
- pick up and continue the operation of established industry mechanisms for policy-making/information exchange/implementation
- co-ordinate relationships with the appropriate bodies in Government, the professions and patient associations.

Probably now 40-50, the main thrust of your pharmaceutical industry career may well have been in commercial management - but a background in, e.g. manufacturing, packaging or product development could well prove equally relevant.

On successful completion of the project, you will either move to another post on the Association's staff or continue to develop your already successful career in commercial/technical management within the industry.

If you would value the opportunity of a private initial discussion about this post, please write with succinct, relevant CV or telephone Roger Stephens, who is advising. Reference 8713.

Roger Stephens & Associates

Management Search • Selection • Development
Chequers House, 1-3 Park Street, Old Hatfield, Herts AL9 5AT
Telephone: 0702 75361

Hoggett Bowers

Executive Search and Selection Consultants

Production Director Designate

Furniture Manufacturing

East Anglia

c.£25,000 Including Bonus, Executive Car

The company, £4m turnover and growing, is a group of four manufacturing units in East Anglia producing fine reproduction furniture, both cabinet and upholstery. Continuous growth has created the need for a Production Director. Reporting to the Managing Director the successful candidate will be responsible for the whole output of the Group. Management responsibility will be for the four Works Managers and 140 staff.

Candidates should be fully conversant with all aspects of production in the field of high quality cabinet furniture and upholstery and will have a proven track record in this field.

This is an excellent career opportunity to join an expanding group and the successful candidate will need to demonstrate sound business acumen in order to play a key role in both the management of the company and the future acquisitions planned. The normal fringe benefits package includes relocation assistance where appropriate.

Male or female candidates should submit in confidence a comprehensive c.v. or telephone for a Personal History Form to M. Stein,
Hoggett Bowers plc, 1/2 Hanover Street, LONDON, W1R 9WB, 01-734 6852, quoting Ref: H17001/T.

RECRUITMENT CONSULTANT HOLBORN £ NEGOTIABLE

We are a leading recruitment consultancy, specialising in the accountancy and legal professions. We wish to recruit an additional Consultant for our London office.

The ideal applicant will be a qualified accountant or solicitor, or have a relevant background in either discipline. Experience in the staff recruitment or personnel areas is not essential, although applications by proven operatives with an exceptional record of success will be welcomed.

This is a splendid opportunity for a personable, self-motivated and ambitious individual to join a young and enthusiastic team in a stimulating commercial environment.

We offer a highly attractive remuneration package and excellent career prospects.

For further particulars please contact G. Duffy on 831 2288.
Or write to him at Gabriel Duffy Consultancy,
31 Southampton Row,
London WC1B 5JL.

- addressing all correspondence for his personal attention.

BENEFITS ADMINISTRATOR

Major International Investment Bank c. £17,500 + generous banking benefits

Our client is a leading European Investment Bank which is experiencing strong growth as part of a planned expansion programme. The Bank now wishes to recruit an experienced Benefits Administrator to work within its very professional personnel department.

The requirement is for a career orientated person aged mid to late 20's numerate and well educated, who can contribute to a highly effective team, and has an in depth knowledge of payroll and benefits administration.

Specific tasks will include advising on policy and the administration of the following - company car scheme and insurance; medical insurance; accident insurance; tenancy agreements for incoming expatriates; and permanent health insurance. In addition there will be involvement in PAYE, budgeting, pension statements etc.

There will be considerable contact with senior executives of the bank, interpersonal skills will therefore be important, as will the commitment and dedication to see projects through accurately and on time.

If you feel that you can match these requirements, please call Heidi Kerrigan on 01-588-4303 for an initial discussion, or write enclosing a full cv to Tom Kerrigan Associates, 20 Woodmoor Street, Bishopsgate, London EC2M 1PQ.

TOM KERRIGAN ASSOCIATES LTD

RECRUITMENT CONSULTANTS

CV SERVICE: Advice on telephone or personal interview. Derbyshire 04277 72205

Essential: Long-term requirement for Recruitment Consultants. Central London experience. Personal 7-11. Regal Centre of 603 7121

A BETTER QUALITY CV Free ad. Use and interview help. Tel 0699 26953 for details.

Business Modelling in Support of Corporate Decision-Making

A senior role for a commercially minded Analyst

c. £18K + benefits • London

Our client is undisputedly successful in the health care field, a company whose competitive edge and profitable growth lean heavily on sophisticated research, statistical analysis and business modelling techniques.

To take responsibility for senior project work and manage a team of two graduates in the Business Research Team, they seek a creative Analyst - again a graduate with a numerate degree - with proven planning and modelling experience in a commercial environment. We emphasise commercial acumen because although this high profile role grants considerable license to establish ad hoc projects, shape new systems and develop techniques and solutions across a variety of areas - the ultimate objective must always be to produce practical pragmatic solutions to business problems. Strong interpersonal skills are also important in order to work closely and effectively with managers from other departments.

A sound awareness of computing technology and its application to business problems is crucial (the company has impressive micro and mainframe resources and software tools). Project management ability, both in terms of developing and gaining acceptance of new approaches as well as marshalling resources across a range of projects is also vital.

Given such talents, here is a rare opportunity to gain a wide operational overview and, through total involvement, make a direct impact on corporate decision-making.

If you have the credentials and the ambition for the post, you'll be well rewarded in the shape of an attractive salary and benefits package including free BUPA, free life assurance and a mortgage subsidy. Please contact Stephen Diner in the strictest confidence on 01-831 0111 during office hours or alternatively send a cv to: JM Management Services, (Ref: 365), Columbia House, 69 Aldwych, London WC2B 4DX.

JM MANAGEMENT SERVICES

INTERNAL AUDIT

£20,526 - £23,683 p.a. inc.



CENTRAL ELECTRICITY GENERATING BOARD HEADQUARTERS

The Central Electricity Generating Board is responsible for the generation and transmission of electricity in England and Wales and operates one of the largest integrated power systems in the world. Internal Audit is a centralised function providing a management service to the Board. The Central Audit Team Leader is a newly established post responsible for the continuing development of the Internal Audit function.

The successful candidate will be responsible for the development of audit policy, audit planning, budgeting, development of audit techniques and standards and the establishment of quality control functions within Internal Audit. Responsibilities will also include liaising with and advising senior Board's Directors and Procedures and participating in senior level on specific audit assignments.

Applicants must be enthusiastic and hard working, showing a willingness and capability to see projects through from initiation to satisfactory completion within agreed timescales. They should also be able to motivate staff and communicate effectively at all levels.

Candidates should possess relevant professional qualifications and be able to demonstrate extensive practical experience of internal audit within a large organisation.

The post is based at Board HQ but may involve limited travel to any of the Board's stations. Applications are invited only from group full time staff currently employed by the Board. For details of the recruitment process, please contact: Mr. J. H. Smith, HRM, 15-17, St. Andrew's Street, London EC4A 3AU by 31 March 1987. Quote reference: TA/87/JM/TT.

GOLDSTAR RECRUITMENT

EXPERIENCED COPIER/FAX SALESMAN

We are currently recruiting for a number of clients in the London area. 9-12k basic excellent commission - co. car. Phone Christine on 088 3111 ext 2105

COMPUTER SALESMAN

Major manufacturer is looking for complete new sales team. Previous experience in programming and/or computer sales necessary. Good presentation essential. 15-20k basic + commission + car. Phone Keith on 088 3111 ext 2157

Phone Keith on 088 3111 ext 2157
Euston House, 81-103 Euston St, London NW1

Manager
Support Service
014 475 216374

KENT

PLACEMENT
CONSULTANT

GENERAL APPOINTMENTS

Use your financial experience to develop an outstanding career in computer sales

Central London

£13,200 + Car

DEC, one of the world's largest computer companies, operating at the forefront of technology, is selecting outstanding men and women to undertake an intensive 6 month sales training programme which starts on 26 May.

As the City District our customer base naturally includes the major banks and city institutions and for this reason our requirement is for graduates with at least two years' experience in the financial sector. No knowledge of the computer industry is necessary.

DEC's unique culture attracts self-motivated achievers who can adopt a flexible approach. These roles also require superb interpersonal skills and the tenacity and self-confidence to sell business solutions to board level clients.

This is an excellent opportunity to develop a sales career in a dynamic, lively and highly professional company which has an annual compound growth rate of 35%.

To apply write a persuasive letter with full CV and current salary level to reach me by 8 April.

Gillian Raper, Digital Equipment Co. Ltd, Enterprise House, 190 High Holborn, London WC1V 7EA - Tel. 01-936 5340. DEC particularly welcomes disabled applicants.

You and
digital
Equality of opportunity at DEC.

Marketing & Sales Director

Communications

Wiltshire
c. £36,000, Car

Supported by two of the most prestigious names in their respective industries, this company is engaged in pioneering the UK and European markets for a unique business communications system, with enormous potential.

An unusually challenging and exciting opportunity exists to identify and develop the key market sectors, devise and implement an effective marketing strategy, and establish and control the sales activities.

Candidates, in their 30's or 40's, will be successful marketing managers of at least three years' standing, who can demonstrate real achievements over a minimum of five years' marketing experience. Because of the importance of technical competence, this is likely to have taken place with products in the electronics, information technology, or radio sectors.

Their professional stature should be supported by a marketing or business qualification, some exposure to sales activities, and particular abilities in top level presentations.

Basic salary: £30,000 and performance related bonus, with relocation assistance available. Outstanding promotion prospects.

Male or female candidates should submit in confidence a comprehensive c.v. or telephone for a Personal History Form to A.I.L. Satchell, Hoggett Bowers plc, George V Place, 4 Thames Avenue, WINDSOR, SLA 1QR 0753 850851, quoting Ref: 23133/T.

Hoggett Bowers
Executive Search and Selection Consultants

CONSULTANCY

UK

Package to £30,000

We are the financial services arm of Haines Watts a national firm of Chartered accountants with 16 offices throughout England. The rapid development and broadening of services that we offer to our clients in a wide range of industry sectors has resulted in the need for additional senior consultants in a number of disciplines.

EXECUTIVE RECRUITMENT

LONDON

We recruit at management level for clients and are looking for someone to lead this area of our business. Working with a small staff you will assist clients to identify their staffing requirements and administer their effective recruitment. You must be able to demonstrate success in recruiting at management level in a variety of businesses and be able to control a results orientated department.

PERSONNEL AND TRAINING

LONDON/SOUTHERN ENGLAND

Our small and medium sized clients frequently seek professional advice relating to the installation and development of personnel systems and all aspects of employment law and practice. We also offer an increasing range of business seminars and courses to both clients and outside organisations. We require someone with a proven record of personnel experience to both carry out this work and lead the development of this area of our business.

MANAGEMENT CONSULTANTS

NEWCASTLE/BRADFORD/LONDON

We are seeking additional consultants with industrial experience at a senior level to enable them to relate to clients' management in the design and development of effective strategic plans - including practical involvement in the identification and resolution of commercial problems and opportunities. Applicants should have identifiable specialist skills and the strength and ability to present their arguments to clients as well as possessing the stamina and flexibility necessary in this environment.

For all positions we are offering a high base salary and package to £30,000. Applicants should be in their thirties. It is essential that they hold a relevant recognised qualification and possession of a degree is a distinct advantage.

A detailed cv should be sent to:-

John Wilcox-Jones MSc FCMA
Haines Watts Financial Services
Palladium House, 1-4 Argyll Street, London. W1V 1AD

Haines Watts Financial Services



Building Services and Strategic Planning Officer

Salary: £17763 - £18897

Applications are invited from chartered engineers or surveyors or suitably qualified and experienced persons for this senior post. Responsibilities will include the management of buildings and estates on all sites of the Polytechnic, and the provision of professional services for the maintenance and development of our buildings.

Application forms and further details from the Staffing Officer, The Hatfield Polytechnic, PO Box 108, College Lane, Hatfield AL10 9AB, or phone Hatfield (07072) 79802.

Please quote reference 255.

Closing date for receipt of applications 10 April 1987

The Hatfield Polytechnic

JUNIOR SECRETARY

Ogilvie & Associates is an established firm of Management Consultants in the computer industry.

We are looking for a bright young college leaver to join a team of committed professionals based in St James Park SW1. You will be responsible for a wide range of office functions on a day to day basis. The successful candidate should be well-educated with good secretarial skills, including either shorthand or audio.

To apply or for further information please ring or write to Andrew Goodman, Director, Ogilvie & Associates at the address below quoting Reference NM0872.

Ogilvie & Associates, Buckingham Court, 78 Buckingham Gate, London SW1E 6PE.
Telephone: 01 222 7766

CONFIDENT? FLEXIBLE? WELL-SPOKEN? WILLING TO TRAVEL? HARD WORKING? EFFICIENT? COMPUTER-FRIENDLY? SELF-RELIANT? INTELLIGENT?

If you are all these things, there's an £8,000 + p.a. job in Hammersmith for a bright PA in a small private P.R. Co. specialising in property.

Ring 743 5988

IN-HOUSE PA

£9,000 NEG - TRAVEL EXPENSES

Based in the prestigious London office of a major Japanese drinks manufacturer, a true "ail-round" - with French an advantage - would be ideal for this post.

Variety is assured as you'll be dealing with everything from social and public relations events, to sales administration, to arranging delivery of products in and out of the UK, to organising samples, visa arrangements, general office administration etc.

Attention to detail plus a professional attitude and excellent grooming is a must. Ideal age - mid twenties.

Call Robyn Firth on 01 409 1071

DESIGN COMPANY SEEKS JUNIOR MARKETING EXECS. IMMEDIATE START.

We are looking for 2 bright, young (20's), ambitious people.

No previous experience in design and marketing is necessary, however you should be smart in appearance and have at least one year's work experience behind you.

We are a young ambitious company and we are looking for people to play a support role in our sales and marketing division.

If you are prepared to commit yourself to a long term career which will include an extensive training programme.

Please call Diana on 01-625 6381

PROGRAMMES RECRUITMENT CONSULTANCY

CAREER IN FASHION

Excellent opportunity for a motivated person with a lively and positive personality and a keen interest in the administration and distribution aspects of merchandising to join the leading fashion co. Full training given and excellent promotional prospects for young graduates with min 6 months commercial work exp. £7,200 plus bonus plus discount etc. Full details on 01-434 1011. Genesis Apps.

A vacancy has arisen for a Trainee Broker. The successful applicant will be aged 23 + and of a smart appearance. No previous experience necessary as full training given. For a confidential interview ring: Alan Biggs on 01-283 6861

OVERSEAS PROPERTY

TRAINEE SALES NEGOTIATOR

Self motivated? Enthusiastic? Sense of humour? Keen to learn fast? 20-25 yrs? Then you might fit our rapidly expanding International Sales Division. Start c. £7,500 with good prospects. Foreign languages an advantage but not essential. Send c.v. to: Jane Shearman, Chestertons Prudential, 116 Kensington High Street, London W8 7RW. Tel: 01-937 7244

CHESTERTONS PRUDENTIAL

WHICH CAREER SUITS BEST?

Professional Guidance and Assessment for all ages. 15-24 yrs: Courses, Careers, 25-34 yrs: Progress, Change, 35-44 yrs: Review, 2nd Careers. Full details from brochure: ● CAREER ANALYSTS ● 50 Gloucester Place, W.1 ● 01-935 5452 (24 hrs) ●

CHALLENGING OPPORTUNITY FOR SALES NEGOTIATOR

With experience for go-ahead Westminster/Pimlico Estate Agents. Excellent conditions and salary prospects. Telephone in confidence: LAURENCE BENSON-BENSONS PLC: 01-222 7020

Data Card Applications Professional

Softstrip International Ltd, a joint venture of Caizin Systems Inc. and Eastman Kodak Co. seeks a competent professional to help launch the revolutionary Softstrip technology on world markets.

The successful candidate will be well versed in applications marketing, systems integration and cost/benefit analysis for data cards, data entry and retrieval, bar code, mag stripe, smart card, ID systems, etc.

We need experience, creativity and the ability to produce applications packages for our worldwide sales force/agents. International experience is mandatory and foreign language ability would be a definite plus. Some foreign travel involved.

We believe this position represents a once-in-a-lifetime opportunity for the right individual to join a potential technology revolution at the start.

Please send your c.v., including your past salary history, to:

The Managing Director
Softstrip International Limited,
53 Bedford Square,
London, WC1B 3DP.

Softstrip

DO YOU DISLIKE BEING PIGION-HOLED?

EXCEPTIONAL OPPORTUNITY

Small but expanding Engineering Company seeks dynamic, ambitious, quick-thinking graduate part-qualified Accountant to act as Accountant/Financial Administrator for offices in London/Luxemb/Budapest. Successful candidate would also have some sales involvement, particularly in counter-trade. Knowledge of computerised accounting systems and freedom to travel essential. London based.

Salary to £15,000 + car + profit-share scheme on completion of 6 month trial period. Applications should be sent in writing with full C.V. to:

GENERAL MANAGER
MAPTECH SERVICES INC
40 NORLAND SQUARE
LONDON W11 4PZ

RESEARCH ASSOCIATE IN COMMUNICATIONS POLICY

Research associate sought by leading communications policy institute to assist with short-term reports and major multi-client international projects. Superior analytical and writing skills essential. Fluency in French or German a must. Relevant degree in economics, law, communications, MSc/MA, work experience and knowledge of PCs desirable. We are looking for an unusual, highly motivated person to grow with us.

Salary to start: £14,500 pa.

Please reply to:

Head of Projects
International Institute of Communications (IIC)
Tavistock House South
Tavistock Square, London, WC1H 9LF

SALES & MARKETING

TRAINEE RESIDENTIAL NEGOTIATORS

Required by expanding professionally minded firm of West London estate agents. An exciting career in our area of operation we are looking for applicants of the highest calibre to complement our existing residential team and offer outstanding career prospects to successful individuals. Applicants of good educational standards, immaculate appearance and aged 17-23 should contact us now.

• Basic salary: £10,000 per annum
• Generous Commission
• Free Medical Holidays

Please apply Post or Show Yourself

ACRE ESTATES

01 779 4822 or 01 930 1273

EALING - ACTON - HANWELL

'SLOANE RANGERS' SALES P.R. CAREER - 21 PLUS

Australian marketing company now in UK, dealing with our industry need 'Sloane Rangers' to convince teams to sell directly to the public. Successful applicants will be well groomed, able to relate at all levels, with a strong desire to succeed & earn top money. Full training given. Interview - contact: Brigitte Hutchinson, A.M.S. U.K. Ltd, 1A Knoll Row, ORPINGTON, KENT BR8 0LR. Tel: (0889) 38968

Printing Sales Professional

MID TWENTIES/MID THIRTIES
Reading Based
Lampson Gilbey Printers are investing in additional sheet fed SRA1 colour capacity. Together with our brand new laser typesetting system we are poised to take a large market share. With enthusiastic marketing support you can grow with us. An aggressive sales, a competitive structure, and company car are offered by this leading subsidiary of Faircliff PLC.
Phone Jane on (0734) 53244 and ask for an application form.

BREAK THE £30,000 A YEAR BARRIER

One of the top 20 independent companies expanding in the UK. We are looking for people to manage, train, & supervise sales people. Realistic 1st year's income £30-50K. Must be honest, non-pressure, able to establish new accounts and upgrade existing users.

CALL ALAN LORENZ 01-221 7948

SALES EXECUTIVES

Young, outgoing personality needed for expanding City company. Experience not essential but must be able to communicate & high degree of motivation, confidence and assurance.

Apply with CV and covering letter to:

INFOCHECK LTD.

28 Smeaton Street,

London EC2A 4BQ

ARE YOU BEING PAID WHAT YOU ARE WORTH?

Excellent opportunity for two people (20+) to join a small group in the financial services industry (West End location).

Full training, rapid progression into management, equity participation and £15,000+ per annum.

Call Mr A. Galtward on 01 439 8431.

FIELD SALES EXECUTIVE

£10,190 + ESCORT ESTATE

To enable this company to continue to grow we must be able to recruit and train new sales staff. The successful candidate will be a dynamic, energetic, self-motivated individual with a proven track record in sales. Full training and support provided. Call Peter Turner on 01-482 7903.

APLINGTON CONSULTANTS LTD

London W1V 0NQ

Tel: 01 482 7903

SALES ENGINEERS

We are a young successful company who together with our Sales Engineers produce the highest quality range of Electronic Testers, Meters and Oscilloscopes. We are looking for Sales Engineers to be associated. Vacancies exist for the following regions:

1. London, Bucks, Herts, Essex, Beds.
2. Bristol, South West, South Wales.
3. North, Lancs, Warks.
4. West & South Yorkshire.
5. North East & Scotland.

Candidates, ideally 25-45, should have commercial and technical experience in two or more of the following products: Testers, Meters, Oscilloscopes, Powermeters & Microcomputers. All products are supported by our national distributor network and our company based technical staff. Comprehensive training will be given on all products. We offer excellent salary and company car. Write with full details or please for an application form to:

JOHN DAVIS
ELECTRON DISTRIBUTION
(DCR) LIMITED
CYNET WORKS,
HAWTHORN STREET,
WILMSLOW, CHESHIRE
SK9 5EL
TEL: (0925) 522897/522854
NO RECRUITMENT AGENCIES PLEASE

TRAIN FOR MANAGEMENT

KITCHEN DESIGN

And help us to continue to grow. We are a young and very professional company in the fast expanding luxury fitted kitchen business. We have three luxury showrooms in London and have plans for further expansion.

You should be aged between 20 and 26, educated to at least 'A' Level standard and have a positive, enthusiastic, very hard working, articulate personality. Previous experience is secondary to the right personal qualities as full training will be given. Our branch managers/trainees earn in excess of £18,000 p.a. and two managers have been made directors at a considerably higher salary. Saturday working is involved (two day week). You must be prepared to live in the London area.

For more information please telephone Edward Hallist of Just Kitchens between 5pm and 8pm today or Friday on 01 390 0545 or write with brief CV stating expected salary to the Managing Director, Just Kitchens, 1A Upper Brighton Road, Barbican, Surrey KT5 6LD.

SALES PROFESSIONALS

£9,000 BASIC + COMM + CAR + EXPENSES + L.V.S. + PRODUCT TRAINING

An amalgamation of a U.K. & U.S. Group with an investment of 400 million in the Office Products Field is currently looking for top Sales Ex. in the City/West End of London, if you are aged 25-40, career minded with a positive attitude, in need of an income of £20,000, then call:

RICHARD MISKELL ON 01-631 3275 NOW

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£18,000 BASIC + BMW (O.T.E. £35,000)

A leading South West of England Furniture Manufacturer is offering an excellent package to those who can demonstrate capital sales success. The successful candidate will be a dynamic, energetic, self-motivated individual with a proven track record in sales. Full training and support provided. Call Peter Turner on 01-482 7903.

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London W1V 0NQ

Tel: 01 482 7903

SALES MANAGERS

An Invitation from Alan Marney, Managing Director, Windowarm.

"If you're the best in the industry here's a real opportunity to prove it. Windowarm is currently expanding operations and in need of top sales managers to head future development."

Contact me personally in strict confidence

on 0276 682641

between 9am & 7pm Thurs. 26th March

or write to me at:

Windowarm Ltd
Unit 2E Albany Park Estate
Camberley, Surrey GU15 2PL

DON'T MISS OUT!

WINDOWARM
QUALITY GLAZED PRODUCTS

SO YOU THINK YOU CAN LEAD?

Our City Client needs a firm dynamic and astute Sales Manager to run a newly formed team of 10 highly motivated telesales people.

If you think you can control the ambitions and ethics of this group of dealers and benefit from their substantial earnings -

CALL US NOW on: 01-629 3030 and ask for Paul Jackson

AMBITIOUS HIGHLY MOTIVATED INTERNATIONAL SALES PERSON

required by a major manufacturer and exporter of hydroponic agricultural machinery. The successful applicant will have extensive international sales experience and although an agricultural background will be an advantage, it is not essential. Remuneration, to include a generous salary and commission, is negotiable, and conditions will be commensurate with an important position in a successful public company and will include a company car, pension and private health scheme.

Please apply enclosing full CV to BOX L65.

SALES & MARKETING

Top Sales Consultants

A PROFITABLE SALES CAREER... WITH PLEASURE!

Today's computer industry is overflowing with opportunities for professional sales people. Pleasure and profit should be the main motivators, but it can be difficult to find an ideal combination of the two. Here is an excellent opportunity to increase your rewards of both pleasure and profit.

Consider:

- Working for the market leaders
- No earnings ceiling
- Unvalued benefits package
- Excellent sales support
- Total territory control
- 'Times Top 100' client list
- Prestigious offices
- Team environment
- Outstanding career progression
- International expansion
- Variety!

And last year, many sales consultants earned well over £40K. If you think you could do better, and you can support your claim to be a winner in the computer sales world, then we should be talking.

To discuss opportunities in the South-West, phone Iain Martin on 021-643 8501 (daytime) or 021-427 1581 (evenings/weekends). Alternatively, send your CV to him at Computer People Midlands, FREEPOST, Alpha Tower, Birmingham B1 1BR.



RELIANCE MUTUAL A CAREER CHANCE

Are you currently in sales/management and looking for the next step in your career?

We are an expanding Life Assurance Society who are seeking to appoint two Sales Consultants in the Surrey/Sussex area.

Unlike many of our competitors the position is employed and includes:

Business expenses
Company car
Mortgage Subsidy
Pension Scheme

After short qualifying period

We provide thorough training to enable you to advise clients on how best to manage their money, therefore maturity and integrity are vital characteristics of the successful applicant.

Ideally, you should be aged between 25-45 with a sound employment history to date. The package is worth £20,000 p.a. and with career prospects to match, this is perhaps the best opportunity in the Life Assurance industry today.

Ring Mark Tumblety
on 01-773 2811

TWO SALES EXECUTIVES REQUIRED

LONDON AND SOUTH EAST Salary neg. + benefits

Ecophon UK is part of the Swedish Ecophon Group and has experienced rapid growth in the past three years. To maintain this growth we need two additional Sales Executives with experience in selling to Architects and Designers in the "High-tech-High-spec" market segments.

Strong personal qualities, high integrity and successful track record will be rewarded with attractive salary packages reflecting the importance of these positions.

Send C.V. to:

Ecophon International Ltd.,
Ramsdell, Basingstoke, RG26 5PP (0256) 850977

Ecophon
— ceiling systems —

DEPUTY SALES MANAGER

SOUGHT BY LEADING INTERNATIONAL PUBLISHING GROUP

BENEFITS INCLUDE

- ★ GOOD BASIC SALARY
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- ★ WORLDWIDE TRAVEL
- ★ OPPORTUNITIES FOR PROMOTION IN A GROWING COMPANY
- ★ AFTER QUALIFYING PERIOD, PRIVATE MEDICAL COVER, PROFIT PARTICIPATION, PENSION SCHEME, ETC.

This vacancy has been created through promotion of the existing Deputy Manager. Applicants should have experience of selling advertising space and be capable of negotiating at all levels. You should be able to demonstrate a successful track record and have the ability to motivate and train a sales team under the direction of the Sales Manager.

If you are looking for a positive career move write now with CV to:

TONY CROUCH
METAL BULLETIN PLC
PARK HOUSE, PARK TERRACE
WORCESTER PARK, SURREY, KT4 7HY

"Superb Opportunities for Graduates (with or without sales experience) seeking careers in Sales and Management?"

1. YORKSHIRE 2. OXON, BERKS, WILTS
3. N. WEST 4. SCOTLAND 5. E. HOME COUNTIES

CALOR
Gas Ltd is the British owned market leader in the high growth liquefied petroleum gas industry with an annual turnover in excess of £300 million.

This rapidly growing Company is expanding into many new markets and has opportunities for graduates with or without sales experience who are seeking to build a long term career in sales or management in the above areas.

After receiving a comprehensive training programme you will be managing your own area with responsibility for negotiating contracts for installations and gas supplies to industrial, commercial and domestic customers. If you can demonstrate the drive, ability and desire to succeed we can provide you with all the challenge and job satisfaction you could wish for, comprehensive technical and professional back-up and the opportunity to advance your career into management.

So if you are under 30, either with a good track record in sales or a graduate with at least one year's experience in a commercial environment, ambitious and looking for genuine career opportunities, high earnings, plus generous benefits including a company car.

Phone PAUL CORRYUT on:

01-541 1777

Kingston House, 15 Coombe Road,
Kingston-upon-Thames, Surrey KT2 7AR

THE NICHOLS CONSULTANCY LIMITED

EXECUTIVE SELECTION CONSULTANTS

Marketing Assistant

£8-£10,000

The Rawplug Group is a market leader in both the construction and DIY industries. Our products sell world wide and we are maintaining our impressive growth record. We are looking for a creative individual capable of detailed analytical work to support our busy marketing department.

Aged between 22 and 25 and highly motivated, the successful applicant will have a degree or HND in business studies or a closely related area. Experience in industry is not essential, but an appreciation of the disciplines in a normal business environment would be an asset.

This is a unique opportunity to join a large professional department in a marketing-led company. Career prospects are excellent. Send comprehensive C.V. or write for an application form to:

Mrs S. V. Wright, Personnel Department, Rawplug Group,
Rawplug House, Kingston upon Thames, Surrey KT2 6NR.

RAWPLUG

ICMC

Independent Consulting & Management Co. Ltd.

We are Management Consultants for the small and medium size companies. Ambitious and ready to expand, we now have vacancies for highly motivated graduates to fill the position of

DELEGATE CONSULTANT

The successful consultant will be over 25, well organized with a good general knowledge with the willpower to succeed and able to meet deadlines. Compensation will be given. As a Delegate Consultant you are responsible for the development of business with small and medium size companies in your region.

This position offers a high income with all possibilities of fast progression. For early consideration of this challenging opportunity, telephone Brian Cannon on 01-541 5171 THURSDAY & FRIDAY

FPS (MANAGEMENT) LTD

one of the largest private financial consultancy groups in the U.K. are looking for three new

TRAINEE CONSULTANTS

with MANAGEMENT POTENTIAL

applicants must be self motivated, ambitious and willing to absorb new ideas quickly and persevere in 3-6 months initial training period in Central London prior to a move to SW London.

Full training in the field of taxation, investments, pensions, mortgage and insurance will be part of your first six months work. If you are willing to work hard for your own success telephone

BROKER CONSULTANT

OTE £30K+

£15,000 basic + comm + car

Dynamic individual required with proven sales experience in non banks products.

Excellent career prospects and excellent earning potential.

For further details of this and other life and pension

vacancies contact Phil on

01 583 1561

ASB LIFE & PENSIONS

MANAGER/MANAGEMENTS required for new quality consultancy 500 in Weymouth Phone 0494 500.

BANKING & ACCOUNTANCY

GROUP ACCOUNTANT

SUTTON, SURREY

£216,000 + Car + Profit Commission and Benefits

The Legal Protection Group Limited is the UK's leading independent Legal Expenses Insurance intermediary, which operates a 24-hour telephone advisory service primarily manned by solicitors and barristers.

The Group will shortly be moving into new prestigious air-conditioned Headquarters in Sutton and now requires to expand its management team with the appointment of a qualified Group Accountant.

Responsibilities will include all day-to-day accounting functions including the supervision of a small team and the timely production of monthly figures and annual financial accounts. Reporting to the Finance Director and located at the Group's Sutton Headquarters, you must be a good communicator willing to work hard to an exciting and fast moving environment.

To apply please send your full C.V. to:

T.A. Abbott,
The Legal Protection Group Ltd.,
The House,
31/35 St. Nicholas Way,
Sutton,
Surrey SM1 1JB

LEGAL PROTECTION GROUP Limited

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NO QUESTIONS ASKED!

CITY £12,000 + STUDY

International firm of money brokers seeks highly motivated, self-motivated, enthusiastic, energetic, and ambitious individuals to join its rapidly expanding company. Duties include: BUPA, 6 weeks' holiday, study assistance and large bonuses. REF: 55333

MONUMENT 9 Eastcheap, EC3M 1BN 01-626 0666

SPOT MARKET

W1 £15,000

Rare opportunity for fast moving qualified Accountant to join prestigious commodity trading company. Duties include: BUPA, 6 weeks' holiday, study assistance and large bonuses. REF: 55333

BOND ST 79 New Bond Street, W1Y 9DB 01-493 3813

FINANCIAL CONTROLLER

NW LONDON £19,000 + CAR

Highly profitable, US-owned group offers superb prospects to an ambitious Qualified Accountant. Large autonomous role, including general business development, and substantial benefits package. REF: 67622

BAKER ST 106 Baker Street, W1M 1LA 01-935 1493

FINANCIAL FUTURES

CITY £20,000neg + Package

Career opportunity for newly or recently qualified to join this international finance group. Full involvement in financial control and management decision making for candidates demonstrating long term potential. REF: 64903

HOLBORN 307/8 High Holborn, WC1V 7LR 01-404 4561

UNITED TOURING INTERNATIONAL

requires

EUROPEAN SALES EXECUTIVE

United Touring International is a member of the BET Group of Companies, which has current assets of £800 million and net profit of £80 million.

United Touring is the largest operator in Africa, and also has substantial interests in the South Pacific, particularly in Fiji.

The Head Office is in London and the Company operates in Kenya, Tanzania, Zimbabwe, Botswana, Zaire and Fiji. With further developments planned elsewhere in the world we now need a Sales Executive operating from the London office to cover Europe.

We are looking for a person aged 25-35 who is well spoken, articulate and smart. Reasonable fluency in French would be a distinct advantage.

You need not necessarily have a travel or tourism background, nor need you know our overseas destinations. You must be capable of making presentations to individuals and large groups, be a keen negotiator and have sufficient commercial awareness to be able to recognise good business and discount time wasters.

A fairly gregarious nature and the ability to get on well with people is essential. You must be willing to spend time away from home, mostly in Europe, but also in the operating areas learning our product. Long hours and late nights could be normal.

The successful applicant should be available to join us not later than August 1987. Final interviews will take place at the end of April.

You will report to the Sales & Marketing Director, Europe. The remuneration package will be as expected from a large international company.

Please send your C.V., including details of existing salary, plus a recent photograph to: Alan Brown, Sales & Marketing Director, United Touring International Ltd., Carrington House, 130 Regent Street, London W1R 6BD.

NESTOR

UNSTED PARK Rehabilitation & Medical Centre

Marketing Manager

circa £12,000 + car + benefits

Unsted Park is one of the country's foremost rehabilitation centres. As part of our commitment to make a positive contribution to rehabilitation and medical health care we are now seeking a young marketeer who can match our determination to make an even greater impact on the health care market. Naturally, however, the applicant will need to have a proven track record in a marketing role and a background in the health care field.

Reporting directly to the General Manager a major part of this role will be in ensuring that Unsted Park achieves the most successful and effective marketing possible.

We shall be looking to you to keep us abreast of development trends throughout the country and help to plan our new ventures. Clearly this will involve you in all aspects of public relations, advertising, the organisation and promotion of special events and in market research.

Above all this position offers almost unlimited scope for innovation and will suit someone who recognises the potential of the market and is interested enough to help realise this potential.

Unsted Park is located near Guildford, Surrey and is owned by Nestor Medical Services, a British Company which owns or manages seven independent hospitals, clinics and nursing homes throughout Great Britain.

If you are interested in joining the team at Unsted Park in this senior position send your curriculum vitae to Mrs. G. Black, Marketing and Development Director, Nestor Medical Services, 15 Southamption Place, London, WC2A 3BN, or for further information phone 01-424 3122.

A NESTOR-BNA COMPANY

Medium size Courier Company

Requires:

PERSONNEL MANAGER

This is a 'green field' opportunity for a qualified and experienced manager.

MARKETING MANAGER

To build on an already established 'blue chip' client base.

Please send full C.V. to BOX L84.

Investing in London

The Greater London Enterprise Board Ltd is an investment agency which aims to invest in long term commercial, technological and social development of local companies.

We are unique because we try to balance the commercial and social benefits of our investments.

We wish to appoint a number of high calibre professional staff to assist in the financial control, development and management of GLEB's portfolio into the 1990's.

We are looking for experienced and energetic people who are seeking a challenge not a soft option.

Finance Division

Following the appointment of our new Finance Director the Finance Division has been restructured to improve financial control and to provide a firm base from which GLEB can expand with confidence into Fund Management.

Applications are invited for the following posts:

Financial Analysts

Up to £20,000 p.a.

You will be responsible for the provision of financial monitoring information on investments to the Finance Manager and Project Executives. You will be expected to have direct involvement in investments and be able to assist in the financial aspects of project development and control. You should have a minimum of three years' accountancy experience with at least one year in a manufacturing environment. Ref: F015.

Financial Accountant

Up to £20,000 p.a.

You will be responsible to the Chief Accountant and assist in the proper administration of the financial records of the Company involving cash management and bank reconciliations, loans, mortgages, and interest schedules, outstanding debts, budgets, forecasts and variance reports. You should have a minimum of five years' commercial experience including the completion of accounts and credit control. Ref: F016.

GLEB is an equal opportunities employer and considers all job applicants strictly on their merits. In addition, we positively welcome applications from women, black people and disabled people where they are under-represented in particular jobs. GLEB's premises are disabled accessible, all its posts are open for job sharing and it provides childcare assistance.

All these positions require a commitment to the development of equal opportunities and social responsibility within a commercial framework.

Job descriptions and application forms may be obtained from Vanessa Moody on 01-403 6300 at the Greater London Enterprise Board, Ltd, 63-67 Newington Causeway, London SE1 6BD, completed forms to be returned by Friday, 3 April 1987.

Greater London Enterprise Board

1987 OR 1986 GRADUATES

LOOKING FOR A FAST TRACK CAREER IN THE INTERNATIONAL CAPITAL MARKETS?

Sumitomo Finance International, the fast-growing international capital markets arm of The Sumitomo Bank, Limited of Japan has a limited number of openings for very high calibre graduates who would like to be considered for a career in one of the following areas:-

- (i) Eurobond Sales - (total fluency in one or more European languages required)
- (ii) Swap Dealing - (a highly numerate degree discipline such as maths or stats required)
- (iii) Eurobond Dealing - (economics, business finance or numerate degree background required)
- (iv) New Issue Marketing/ - (M.B.A. or equivalent)

You must hold at least a II(ii) honours degree and have a lively, outgoing personality. Successful applicants can expect early responsibility, excellent on-the-job training and rapid career development combined with a fully competitive salary and benefits package.

Interested applicants should write in the first instance enclosing detailed CV explaining why they might be suited to a career in the eurobond market to:-

Mrs Fiona Williams
Personnel Officer
Sumitomo Finance International
107, Cheapside
London EC2V 6DT

EDP Audit
c£35,000+benefits
London

Price Waterhouse

Sarah Allen
Langbow House, 14/20 Chiswell Street
London EC1Y 4TD
(01) 638 4021

CHOICE



Plot to kidnap the prime minister: Jean Kent and Raymond Lovell in *Warn That Man*, a 1943 comedy thriller set during the Second World War (Ch4, 5pm)

● His talent was once declared the greatest in England, and a death knell for any boy to live to, and on practically every count Malcolm Lowry failed. Were it not for the masterpiece of literature, *Under the Volcano*, he would be forgotten now. Bozze was Lowry's downfall and *Under the Volcano* reeks of it in its description of the final hours of a drink-soaked Englishman's life in Mexico on All Souls' Day, 1902. Lowry's life was a life of death, dominated by a deepening sense of sin and guilt, and his writing beset with tempestuous: "What misery," he wrote, "can compare with that of the *cantinero* in the morning?" He was pursued by many demons and these he tried to wrestle to death by pouring himself into the process. He did, however, believe that *Under the Volcano* was

justification and redemption for a largely worthless life. *Volcano* (Channel 4, 10.45pm) is a long and painstaking Canadian documentary charting Lowry's descent from middle-class security to a sordid death by misadventure. Richard Burton reads extracts from the novel.

● **The Film on Fear** (Channel 4, 9pm) is *Another Country*, Julian Mitchell's adaptation of his popular play about public school betrayal among flannelled fools in the 1930s. Men like Burgess and Maclean, the play argued without being wholly convincing, acquired a taste for treachery because of their private education. Thanks mainly to a sultry performance by Rupert Everett, the film is rather

more plausible on the subject of schoolboy sulks and crushes, and offers a sleek compendium of some preoccupations of recent television drama and English cinema, in particular a past nostalgically presented despite criticism, and homo-erotic themes.

● **40 Minutes** (BBC2, 9.30pm), one of the more consistently reliable programmes on television, looks this week at the case of an eight-year-old girl with a skull deformity that made her the object of cruel teasing and hurtful stares. After much agonizing, her mother decided that she should undergo an operation in the hope that her looks could be improved. The programme follows their progress before, during and after the operation, and is shot imaginatively, despite the restricted subject.

Chris Petit

VARIATIONS

BBC1 1.50pm-5.25pm-6.00 *Waters of the World* 1.50pm-5.25pm 1.50pm *Garbino Tuesday* 11.50-1.15pm 1.50pm *Headlines* and *News* 1.50pm-1.55pm 1.50pm *Top Gear* 1.50pm-1.55pm 1.50pm *Domestic* 5.35pm-7.00pm *Reporting Scotland* 7.00pm-7.15pm 7.15pm *News* 7.15pm-7.30pm *North Atlantic* 7.30pm-7.45pm 7.45pm *6.30-7.30pm Smoother* - Taylor Mac 7.30pm-8.00pm *Spotlight* 8.15pm-10.25pm *World of Us40* 10.25pm-10.55pm 10.55pm *World of Us40* 10.55pm-11.15pm 11.15pm *Country* *Joe Bonaguidi* 11.15pm-11.45pm *World Regional* *news* 11.45pm-12.00am

BBC2 1.50pm-1.55pm as above except:
1.50pm-1.55pm 1.15pm *Quelt's a Sarrat*

ANGLIA As London except:
1.50pm-1.55pm 1.50pm *News* 1.50pm-1.55pm *Bookbusters* 6.00pm-6.30pm *Anglia* 7.00pm-7.30pm *Personals* 7.30pm-7.45pm *10.30pm Fata* 11.00pm-11.15pm 11.15pm *John Parry in* *Bygone* *Clothes* *Clothes*

BORDER As London except:
1.50pm-1.55pm 1.50pm *News* 1.50pm-1.55pm *10.30pm Pandall and Hopkin* 11.00pm-11.15pm 11.15pm *1.50pm* *Dead or Alive* 1.55pm *Bess in* *11.55pm*

CENTRAL As London except:
1.50pm-1.55pm 1.50pm *News* 1.50pm-1.55pm *10.30pm Pandall and Hopkin* 11.00pm-11.15pm 11.15pm *1.50pm* *Dead or Alive* 1.55pm *Bess in* *11.55pm*

CHANNEL As London except:
1.50pm-1.55pm 1.50pm *News* 1.50pm-1.55pm *10.30pm Pandall and Hopkin* 11.00pm-11.15pm 11.15pm *1.50pm* *Dead or Alive* 1.55pm *Bess in* *11.55pm*

HTV WEST As London except:
1.50pm-1.55pm 1.50pm *News* 1.50pm-1.55pm *10.30pm Pandall and Hopkin* 11.00pm-11.15pm 11.15pm *1.50pm* *Dead or Alive* 1.55pm *Bess in* *11.55pm*

ITV WALES As London except:
1.50pm-1.55pm 1.50pm *News* 1.50pm-1.55pm *10.30pm Pandall and Hopkin* 11.00pm-11.15pm 11.15pm *1.50pm* *Dead or Alive* 1.55pm *Bess in* *11.55pm*

GRANADA As London except:
1.50pm-1.55pm 1.50pm *News* 1.50pm-1.55pm *10.30pm Pandall and Hopkin* 11.00pm-11.15pm 11.15pm *1.50pm* *Dead or Alive* 1.55pm *Bess in* *11.55pm*

TSW As London except:
1.50pm-1.55pm 1.50pm *News* 1.50pm-1.55pm *10.30pm Pandall and Hopkin* 11.00pm-11.15pm 11.15pm *1.50pm* *Dead or Alive* 1.55pm *Bess in* *11.55pm*

TVS As London except:
1.50pm-1.55pm 1.50pm *News* 1.50pm-1.55pm *10.30pm Pandall and Hopkin* 11.00pm-11.15pm 11.15pm *1.50pm* *Dead or Alive* 1.55pm *Bess in* *11.55pm*

ot-shot vicar: Richard Brigers (left) becomes involved with the police
 East. (TV, 3 30pm)

- 9.30** 40 Minutes. Zoe Wood has to take a terrible decision: should she allow her daughter, Sharon, to be operated on for a skull deformity, which her mother feels was caused by an anti-morning sickness drug taken during her pregnancy? (see Choice) (Ceebs)
- 10.10** World Bowls. The second quarter-final from Bournemouth.
- 10.45** Newsnight with analysis of the main events of the day. Charles Wheeler, correspondent in Washington and Europe, reports on the Chinese taking place in Soviet society. 11.30 Weatherview.
- 11.35** World Bowls.
- 12.10** Weekend Outlook.
- 12.15** Open University: Weapons



On the gold trail: Anuska Rice for another breathless season



...es to the air over the Isle of Man
...of Drongon River (Ch4. Four)

Rupert Everett and Colin Firth star in this view of public school life in the thirties. As the Eton and Marlborough boys' schools face Maclean defections, it traces treason back to the rejection of the essence of England by sexual pleasure. (See Choice) **11-15** **Volcano.** Guy Bennett and his Marxist friend Tommy Judd. With Anna Massey, Rupert Wainwright and Tristram Oliver. Film and screenplay by Julian Mitchell. (See Choice) **(Oracle)**

11-15 **Volcano.** Donald Britton narrates the circumstances of the life of writer Malcolm Lowry. Passages from his novel *Under the Volcano* are read by Richard Burton. (See Choice)

12-30 **Their Lordships' House.** Today's proceedings from the House of Lords. Ends at

TYPE TENSE 1.2000 News 1.20-
2.20 Randall and Hopark (Deceased) 8.15-
9.15 The Longest Day 1.2000 News 1.45-
10.25 The Nightingale 11.00 Mary II Faith, Prom-
ises and Pleasures 12.00 Faith / Faith, Com-
munion

UNLST As London except
1.2000 News 1.20-2.20
Randall and Hopark (Deceased) 8.20-9.20
Byones 9.15-10.45 Whose Baby? 6.00 Good
Evening 7.00 The Longest Day 1.2000 News
Counterpoint 11.00 Jazz 11.30 Promises and
Pleasures 12.00 Movieakers 12.35 News

YORKSHIRE As London except
1.2000 News 1.20-2.20 Randall and Hopark
News 1.20 News 1.20-2.30 The Law
8.15-10.45 Whose Baby? 6.00-6.35 Calendar
7.00 The Longest Day 1.2000 News
Counterpoint 11.00 Everyday Chans 12.00 News
12.35 News 1.50 Country Chans

SAC As London except
1.11.00 News 1.15-1.55 Interval
1.20.00 News 1.20-1.55 Interval
The Longest Day 1.20.00 News 1.45-
2.00 News 2.00-2.15
Racop 4.30 What's His? 4.50 New Arrang-
ements 5.00-5.15 The Longest Day 1.20.00 News
5.30-5.45 What's His? 5.50-6.00 News
6.30-6.35 What's His? 6.40-6.50 News
6.50-7.00 News 7.00-7.15 News 7.15-7.30
7.30-7.45 News 7.45-8.00 News 8.00-8.15
8.15-8.30 News 8.30-8.45 News 8.45-9.00
9.00-9.15 News 9.15-9.30 News 9.30-9.45
9.45-10.00 News 10.00-10.15 News 10.15-10.30
10.30-10.45 News 10.45-11.00 News 11.00-11.15
11.15-11.30 News 11.30-11.45 News 11.45-12.00
12.00-12.15 News 12.15-12.30 News 12.30-12.45
12.45-1.00 News 1.00-1.15 News 1.15-1.30
1.30-1.45 News 1.45-2.00 News 2.00-2.15
2.15-2.30 News 2.30-2.45 News 2.45-3.00
3.00-3.15 News 3.15-3.30 News 3.30-3.45
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6.45-7.00 News 7.00-7.15 News 7.15-7.30
7.30-7.45 News 7.45-8.00 News 8.00-8.15
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9.00-9.15 News 9.15-9.30 News 9.30-9.45
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10.30-10.45 News

A vintage computer setup featuring a monitor displaying a large percentage symbol (%), a system unit, and a keyboard.

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Radio 3

7.05 Open University (vhl only)
7.05 Weather 7.00 News
7.05 Morning Concert
 Bernstein, Overture:
 Candide (Milkhaides SO
 under Liliane Foster)
 Jeremiah Clarke, Suite in D
 major (Ensemble under
 Stephen Surma, trumpet;
 Courtney, Brilliant
 variations on an air by
 Bellini, Op 255 (bellini
 players: Guy Dugay, Barney
 Duggan, and others, one
 piano); Porscha, Cello
 Concerto in G (Thomas
 Blees, with West German
 CO under Paul Angerer)
8.00 News
8.05 Morning Concert (cont.)
 Liszt, Symphonic Poem:
 Orpheus (Linnemann Timm,
 cello, Leipzig
 Gewandhaus Orchestra
 under Kurt Masur)
 Strauss, Five Piano Pieces,
 Op 3 Nos 3, 4 and 5
 (Glemm Gould); Mahler,
 Wenn mein Schatz
 Hochzeit macht (Christa
 Ludvig, mezzo-
 soprano, Philharmonia
 under Sir Adrian Boult)
 France, Symphonic poem:
 Les dîners (Christina
 Ortiz, piano, Philharmonia
 under Ashkenazy)
9.00 World Service
9.10 This Week's Composer
 Hubert Parry: Fugues
 and Fugue in G, Op 118
 (Roy Massey, organ);
 Three aspects (John
 McCormack, tenor;
 Edwin Schneider, piano;
 John Taylor, soprano;
 two Nelsons, piano);
 Three (John
 McCormack, tenor;
 Edwin Schneider, piano);
 Symphony No 5 in B
 major (under Sir Boult); On
 a time the anemone, song
 (Robert Tear, tenor; Philip
 Ledger, piano)
10.00 Bracha Eden and
 Alexandra Tamir play
 Ravel's La valse; Respice
 superbius (two pianos)
 and Ma mela riva (duet)
10.10 Six Continents
10.10 Beethoven, Overture:
 Coriolan, Violin
 Concerto in D and
 Symphony No 7 in A
 played by Ernst Kovacic,
 violin, and BBC Scottish
 SO under George Hurst
1.00 News
1.05 Lunchtime Concert
 Imogen Cooper, piano,
 plays Schubert's impromptu

in G minor, D 935 No 3, and
 Sonata in A D 959.
2.00 Sounds of Finland 6:
 The Last Temptation
 by Joonas Kokkonen (Matti
 Talvela, bass, Ritta
 Auninen, soprano, Seppo
 Ruohonen, tenor, Matti
 Lehtinen, bass, Savonlinna
 Opera Festival Chorus
 and Orchestra under Ulf
 Schirmer)
4.25 Reger's piano Quintet in
 C minor, Op 84, played
 by the Gabriel Sisters
 Quartet with Hanshi
 Mäke, piano.
5.00 World Service News
5.10 Memory for Puccini
6.20 Bandstand, Grimethorpe
 Colliery Band, under
 Edgar Howarth, play Thea
 Gurnea's Variations
 for Brass Band, Harrison
 Bartwistle's Grimethorpe
 Arts and Michael Blake
 Williams's Aubade.
6.55 News
7.00 Barnes' People III, by
 Peter Barnes with Sean
 Connery, John Hurt and
 Geraldine Fitzgerald.
7.20 Overture: Oberon by
 Wehner, Piano Concerto
 No 2 in F minor by Chopin,
 and Symphony No 5 in D
 minor by Shostakovich
 (Dinorah Varsi, piano,
 and Berlin PO under
 Gervasio Bencini)
9.00 Anna Freud at Work,
 with Dr Clifford York.
9.25 Historic Instruments
 from Norway.
 Forsyberg's Suite No 4
 played by Mervyn Tam.
10.00 Music in Our Time.
 Michael Finnissy's
 Piano Concerto No 5,
 Howard Skempton.
 The gay waltz's song,
 Chris Dench's The
 caught breath of time and
 Richard Bennett's
 Cognition (Josephine
 Wendick, mezzo-
 soprano, Nancy Ruffer,
 flute/alto-saxo, Chris
 Roberts, oboe/oboe
 d'amarre/clarinet, oboe,
 Michael Finnissy, piano,
 and John Harrold,
 percussion, under Roger
 Ridd)
11.05 First Night. David Molas
 reviews Lore's Yerma
 at the National's Cottesloe
 Theatre.
11.15 The Vermeer String
 Quartet, with Karl
 Lasser, clarinet, play
 Brahms's Clarinet
 Quintet in B minor, Op 115.
11.57 News.

Radio 4

long were (s) Stereo on VHS.

5.55 Shipping 6.00 News
Brining: Weather **6.10**
Today: Today **6.30** Prayer
for the Day (s)

6.30 Today, incl 6.30, 7.30,
6.30 News Summary
6.45 Business news 6.55,
7.55 Weather 7.00,
8.00 Today's News 7.25,
7.25 Sports 7.45
Thought for the Day 6.35
Yesterday in Parliament
8.57 Weather; Travel

9.00 News

9.05 Legacy of Empire. Nick
Clarke finds out how
Britain and its culture have
left their mark on former
colonies.

9.30 The Natural History
Programme. Fergus
Knox and Lorinda Kelloway
investigate the fate of
the 200 chimpanzees
transported to Spain
each year as tourist
attraction.

10.00 News; Medicine Now.
Scott Watts examines
the health of medical care.

10.30 Morning Story. The
Soldiers, by Christopher
Low.

10.48 An Act of Worship (s)

11.00 News; Travel; The
Spectral Effect. A
special analysis enquiry
into life under the
microscope of Mrs
Weather since 1979.
How has her government's
policy affected people's
lives? 2 The Workers
Ten Times over on an
Overdraft. Fred
Barnett and the saga of his
travels through
Scandinavia to Russia in
the early 1930s.

12.00 News; You and Yours.
Notes for the Jobs
John Howard explores how
an altered rating system
might create jobs.

12.27 Broadcasting: Summer
Lightning. by P G
Woodhouse (s) **12.55**
Weather

1.00 The World at One. News
1.30 The Archers 1.55
Shipping

2.00 News; Woman's Hour,
with Sue MacGregor.
News: The Afternoon
Play: The Pest Becomes
the President by Sally
Warboys (s)

4.00 News

4.05 Bookshelf, presented by
Susan Hill

4.35 Kaleidoscope

5.00 PM News magazine
5.50 Shipping 5.55
Weather

6.00 News; The Six O'Clock News.
Financial report

6.30 My Music. Steve Rase
charts the musical panel
(game) (s)

7.00 News

7.05 The Archers

7.20 Any Answers? John
Timpon sits through
the 1985-86 season to
ask questions about
last week's Any Questions?

7.40 An Ever Closer Union. A
look at the changes in
Community through
portraits of its members.
10; Lymington - Europe's
best secret.

8.25 The Flying White Jumbo.
The story of the Bristol
Brabazon. Derek Robinson
tells the tale of the
world's largest land-
operated airliner which
ended its life on a
scrapheap after plans
of conquering the
transatlantic air went
wrong.

9.00 News; He Tak Sago.
Magazine for disabled
listeners and their families.

9.30 Barry Fantoni's Chinese
Horoscopes. Testing the
accuracy of the oriental
animal signs.

9.45 Kaleidoscope.

10.15 A Book at Bedtime;
Victory; by Joseph
Conrad (s) **10.30 Weather**

10.30 The World Tonight

11.15 The Financial World
Tonight

11.30 Today in Parliament

12.00 News; Weather 12.33
Shipping

VHF (available in England and
S Wales only) as above except:
5.55 Weather; Travel; News
9.05-10.45 For Schools 9.05
Programme 9.08 Through - An
Assembly for Schools 9.30
Secondary English (11-14) (s)
9.45 First Steps in Drama (s)
10.15 Something to Think
About 10.25 Country Dancin'.
Dark at 11.00-12.00 For
Schools 11.00 News broadcast
11.05 in the News 21.10
Weeklength (s) 1.55-3.00pm For
Schools: 1.55 Listening corner (s)
2.45 The Song Tree (s) 2.20
Jung Language 3.00 (s)
News: 8.55-5.55 PM
(continued) 11.30 Open
University. Education for Adults:
Paulo Borel 12.10-12.30 Musical
Interlude 12.30-1.10 Schools
Night Time Broadcasting:
Graphicacy: Symbols, Shapes and
Spaces (s)

FREQUENCIES: Radio 1: 1053kHz/285m; 1089kHz/275m; Radio 2: 693kHz/433m; 909kHz/330m; Radio 3: 1215kHz/247m; VHF 90-102.5; Radio 4: 200kHz/1500m; VHF 92-95; LBC: 1152kHz/261m; VHF 97.3; Capital: 1548kHz/194m; VHF 95.8; BBC Radio London: 1258kHz/238m; VHF 97.8; World Service: 648kHz/467m.

Baird is facing critical debut

By Ian McLauchlan

Twickenham has so often been the graveyard of Scottish hopes that no team from north of the border can travel there with complete confidence. To have lost such an important player as Scott Hastings is a disruption to the team in a vital area.

The selectors have been caught in a dilemma and have chosen an experienced replacement in Roger Baird, who has won 25 caps on the wing. Robin Charters, the chairman of selectors, admitted that experience was important, but he added significantly: "Ian McGeechan has a week to fit him in." This could be a tough assignment because many do not see Baird as an international centre, nor find the combination of Baird and Robertson complementary.

They have played together as centres on three occasions for the South of Scotland, but none of these appearances was of note. Baird, in fact, said that he would have to "tie a piece to string to Keith" to stay in touch with him.

Neither player is a direct runner, and neither possesses the weight of tackle required in midfield defence. In that respect, one could have argued the case for Baird's club-mate, Tait, who is on the bench. He is a big, powerful player who has real pace, and he relishes the defensive chores as much as those in attack.

It would have been his first cap in a difficult situation, but he would be surrounded by experienced players who could help him, should that be required. Another consideration must have been the inclusion of Peter Dods on the wing to take goal kicks. He could easily have played on the blind side with Tukalo on the open.

Welsh waiting

The Welsh selectors have delayed until Sunday the naming of their team to face Ireland at Cardiff on April 4. They are awaiting fitness reports from Phil Davies, the No. 8 whose cheekbone was fractured in the England match, and Iwan Evans, the winger.

Harrison captain as England ring the changes

By David Hands, Rugby Correspondent

There could be no more obvious indicator to the fortunes of England and Scotland this season than the respective selections announced yesterday for the Calcutta Cup match at Twickenham on April 4, the final game for both countries in the five nations championship. England have made eight changes, one positional, and named a new captain: Scotland, who seek the triple crown, have made one change enforced by injury.

After three successive defeats, change was in the air for England, even without the suspension of four players for their lack of discipline in the game against Wales. Mike Harrison, the Wakefield wing, takes over the captaincy from the suspended scrum half, Richard Hill, and there are two newcomers to international rugby. Peter Williams, the Orrell stand-off half, and Brian Moore, Nottingham's hooker.

Harrison, who had not captained any representative team before this season when he led Yorkshire to the county championship final and the North to the divisional championship, can now expect to do the honours in Australia for the World Cup and he will need all the help he can get from the more experienced players in his reconstructed team. Gary Pearce and John Hall in the forwards and Richard Harding and Jamie Salmon in the backs.

England will stage their challenge for the Calcutta Cup with a new half-back pairing of Williams and Harding, the Bristol scrum half, who returns for his fourth cap at the age of 33. Simon Halliday, the Bath centre, who was dropped along with Salmon after the Murrayfield disaster of last year, returns too at the expense of Kevin Simms. Halliday's opposite number will be Roger Baird, capped 25 times by Scotland as a wing but now in the centre because of the facial injury sustained by Scott Hastings.

England's pack, to meet an eight which has improved with every game it has played, shows changes in every row. With Gareth Chilcott and Graham Dawe suspended, Paul Rendall returns at loose-head prop and Moore, who booked against Japan in October only to spend the international season as a replacement, wins his first cap at the age of 25.

Nigel Redman, who won his first cap three years ago and played against Ireland in February, returns once more at lock instead of the suspended David Dooley and, in the back row, Dean Richards, the Leicester No. 8, resumes the place he would have occupied earlier in the season but for a knee ligament injury. His

Twickenham teams

ENGLAND: W H M Rose (Harrogate), M E Harrison (Wakefield), capt, S J Halliday (Bath), J L B Salmon (Nottingham), P G Rendall (Leicester), P G Moore (Nottingham), G W Pearce (Nottingham), D B Williams (Gloucester), J A Hall (Gloucester), R J Leach (Leicester), D M S Sale (Bath), C T Deane (Leicester), capt, I G Simms (Harrogate), J J Jeffrey (Gloucester), W Jones (Gloucester), J R Hall (Gloucester), J A Brown (Gloucester), G J Chandler (Leicester), A J Thomas (Harrogate), G H Oliver (Harrogate), A Tait (Wales), P W Tait (Wales). Referee: E Doyle (Ireland).

recalls has meant the removal of Hall - who has done well this season in a losing cause - to blind-side flanker and Gary Rees resumes at open-side; the unfortunate member of the original back row is Peter Winterbottom, who will be a replacement.

The players dropped for playing reasons from the previous match are Simms, Winterbottom and Rob Andrew, the Wasps stand-off half, after 12 successive domestic internationals and 89 points. Earlier in the season Andrew's replacement would

have been Stuart Barnes, but the Bath player put himself out of contention by his withdrawal from the bench before the game in Cardiff.

A statement which accompanied yesterday's team read: "Stuart Barnes was not considered as he had made himself unavailable. Michael Weston, the chairman of selectors, expanded on that when he said: 'Both Martin Green, the coach, and I have spoken to Barnes but he will not budge. He will not put himself at our disposal and we cannot have any player dictating terms on which he will play to us. He's got to be available for any role we want him to fulfil.'"

Ironically, Barnes, who withdrew because of frustration at being asked to be a replacement over four seasons, will play opposite Williams, the new cap, in the John Player Special Cup semi-final at Orrell on Saturday. Williams, aged 28, toured North America with England in 1982 as deputy to Les Cusworth and, like Andrew, spent last summer in Australia where he helped the Wollongong Waratahs to the district championship.

He was seen in the original England squad this season as a full back but has spent most of the season at stand-off for Orrell whose club captain, Simon Langford, is himself a full back. It was at stand-off that he played well for England B against France in February; two more of that day's successes, Jon Webb, the Bristol full back, and David Holmes, Sheffield's scrum half, are chosen on the bench for the first time where they are joined by Alan Simmonds, the Wasps hooker.

The previous player to captain England from the wing to Blackheath, in 1933, against Scotland at Murrayfield. England lost 3-0. Tom Grace captained Ireland from the wing in the mid-1970s and Stuart Wilson did the same for New Zealand in 1983.



On the ball: Mike Harrison ready to take up the challenge as England's new captain

Compensation for players who suffer financial hardship

By David Hands

"We think rugby has been thrown into the 21st century," Ross Turnbull, of Australia, said yesterday after the annual meeting of the International Rugby Football Board, announced their agreement to compensation being paid to players on major tours.

Australia were one of the main proponents for the dispensation to the amateur regulations. At the same time the board has voted itself disciplinary powers to punish, by expulsion or suspension, any member union which acts in a manner deemed prejudicial to the board's, or to the game's, interests, including the amateur regulations.

The Rugby Football Union (who, with Scotland, opposed additional compensation) are likely to discuss tomorrow the regulation, which reads: "A person shall not be paid compensation for loss of earnings nor for broken time nor for leave without pay for involvement in the game."

However, when such involvement relates to a union's international tour commitments and results in financial disadvantage to a person, an allowance which shall be implemented or not at the discretion of each union, may be made but shall be subject to such limits as shall be fixed by the board.

So players selected for a national senior tour of more than 21 days but, because of their job, will encounter hardship may apply to their own union for the tour allowance. They must provide proof of possible hardship and, if their union agrees, they will be entitled to a tour allowance of £15 a day and the personal and communication allowance of £15 a day already permitted. These allowances will be implemented from September 1 and thus do not cover the World Cup. Complaints about board members will be heard by a committee of three full members and an associate member. The first acknowledgement of the new category of board member now granted to Argentina, Canada, Italy, Japan, the United States and Zimbabwe.

Other points considered: Coaches may receive payment for writing books and carry on coaching. A free passage to exist between rugby union and amateur rugby league.

New Zealand Cavaliers: Matter closed unless further information forthcoming. South Africa having promised such an unauthorized tour will not be repeated.

Chairmen: England will chair the board next year and South Africa in 1989 (centenary year of the South African Rugby Board).

Meetings: Board to meet twice a year.

Leader with a veneer of charm

By Martin Searby

England's new rugby union captain will have to keep his head down and get some work done today to compensate for 24 hours spent doing the part of the captaincy job that worries him most. However, Mike Harrison, aged 30, an assistant manager in a Bradford business centre of, appropriately, the "action bank", need have no fears about his public image or media relationships.

The man who takes over a team beset by allegations of brutality and which faces a whitewash against Scotland, has a most acceptable veneer of charm and humour over a steady interior that is rarely glimpsed off the field.

The honour makes a suitable birthday present for Simon, the youngest of his three children, who is one year old today, and Harrison's immediate target is to acquire more tickets for the match so that his father, Kenneth, a Barnsley doctor, his mother, Frances, two brothers and wife, sister and fiancée can all see the game, the only one of the family who did a splendid job covering for him as he dealt with a battery of callers.

The extraordinary thing is that the former Queen Elizabeth Grammar School, Wakefield, pupil gave the game up for just over three years following a car accident when he was 18 having already won county and North-Eastern Counties schoolboy caps and had a trial with England. An invitation to play for the Barnsley branch of the bank in a knockout friendly brought him back, and he rejoined Wakefield eight years ago.

"We have always played to play properly, but things don't always work out the way you want them," Harrison said. "I believe in the handling game, that's why I went back to Wakefield rather than join any other club."

Harrison makes captaining Yorkshire sound so easy but a finely judged balancing act is needed which requires acumen, a sense of humour and a healthy measure of iron determination.

Relief in BARLA

By Keith Macklin

The news that the International Rugby Football Board (IRFB) have at last sanctioned the free passage between amateurs in both rugby codes was greeted with delight by Maurice Oldroyd, the national administrator of the British Amateur Rugby League Association (BARLA), yesterday. Oldroyd called the decision "marvellous news". The decision ends a long and frustrating campaign dating back to 1972, when BARLA was formed to unite amateur league bodies, and first sought movement between the codes for players with no professional connections. "This ends the last of the great sporting anachronisms," Oldroyd said.

"We would like to give special thanks to John Smith, chairman of the Sports Council, whose quiet and sage counsel behind the scenes has played a prominent part in the decision." He added that a meeting between Bob Beal, the president of BARLA, and Dennis Shuttleworth, the then-president of the RFU - now on the IRFB - contributed greatly to the deal, and that the body would thank the RFU for their statesmanship.

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Sunderland chairman supportive

Lawrie McMenemy, the Sunderland managing director, was backed yesterday by his chairman, Bob Murray, who also revealed the extent of the financial crisis at Roker Park.

Murray warned that the club could be placed in the hands of liquidators if the rebel director, Barry Batey, goes ahead with his plan to block a £1 million share issue at an extraordinary general meeting this morning.

Murray is concerned that Batey's fierce criticism of McMenemy this week is masking the importance of today's meeting, when the outspoken director is certain to lose his seat on the board after using his voting power to halt the share issue.

With Sunderland £700,000 in the red, Murray warned yesterday: "A lot depends on the outcome of the meeting. If the share issue doesn't get the go-ahead, I'm desperately worried about the club's future."

Meanwhile, Murray strongly defended McMenemy, whose recent voluntary pay cut reduced his salary, including fringe benefits, to £150,000 a year. "I'm still backing Lawrie McMenemy and I still believe in him. Lawrie's career is now at stake and I believe he is aware of that fact. But, more important, I believe he is very aware he owes a debt to the supporters and the club."

Bertschin joins Sunderland for £30,000

Keith Bertschin, the 30-year old Stoke City forward, yesterday moved to Sunderland for £30,000. City have signed Howard Gayle, the winger, from Sunderland on a month's trial, and expect to hear today whether Gerry Daly, Shrewsbury's Republic of Ireland midfielder player, wants a transfer for £15,000.

Manchester City have offered Luton Town £75,000 for Darren McDonough, but Luton, who paid Oldham as much for the player earlier this season, want more money.

Steve Perryman, the Brentford manager, made his third signing in 24 hours when he added Phillip Priest to his squad on loan from Chelsea. Andy Sayer, the 20-year-old Wimbledon player, yesterday won the Fitz U20 young player of the month award.

Bond is fined £750

The Football Association went part of the way yesterday to fulfilling their promise to clean up the game's image (Clive White writes). They found John Bond, the Birmingham City manager, guilty of bringing the game into disrepute by his newspaper criticism of Bobby Robson, the England manager. His fine of £750, though, was believed to be a small fraction of the sum he was paid for the article.

Les Mackay, the chairman of the FA's disciplinary committee, said of the article in *The Star*: "It was the whole tone of the article which we did not consider good for the image of football."

Bond said of Robson in the article, "don't expect England to be successful under Bobby Robson. Frankly, I wonder whether he knows the game. He certainly cannot lace up Ron Greenwood's boots as far as coaching is concerned."

Mackay added: "It would be wrong to stop people talking to the press. What we are trying to stop are the scurrilous and over-critical articles." Mark Dennis, who has been charged for the third time this season for bringing the game into disrepute, again because of a newspaper article, is expected to ask for a personal hearing. Dennis, who was fined £250 on each of the previous occasions, faces the distinct prospect of a suspension and a heavy fine this time. Dennis's criticism was of Chris Nichol, his Southampton manager.

Swansea lose on points

The Football League yesterday deducted three points from Swansea City after the fourth division promotion challengers called their league match at Rochdale on March 3 without permission. The Welsh club claimed injury and illness forced the action, but the League - who twice refused a postponement beforehand - ruled that they were guilty of non-fulfilment of a fixture.

Swansea were clearly told that their circumstances did not warrant a cancellation," said Ian Scott, who chaired the League's commission on the incident. The club must pay the costs of the commission and re-imburse Rochdale's expenses. The match will be played on April 29.

Back to Britain

Eight local authorities have agreed to open indoor tennis halls as part of the £22 million push to improve Britain's facilities.

Ian Peacock, executive director of the Lawn Tennis Association, yesterday told the recreation management conference at Harrogate that three councils, St Albans, Swansea and Warrington, which will be the first to open in November, had already announced their participation in the scheme and he had received commitments from five others.

Supporters withdraw cash offer

The rift between West Bromwich Albion and their supporters widened yesterday when the club's Shareholders' Association withdrew a proposed £1,000 match sponsorship in protest at the club's decline (Dennis Shaw writes).

The decision came in the wake of a six and a half hour board meeting the previous day at which the recent record of Ron Saunders, the manager, was discussed following the home defeat by Blackburn Rovers on Saturday.

The Association had planned to sponsor the next home game, against Sunderland, but Paul Tibbits, the chairman, said yesterday: "We do not think the time is right to go splashing out this sort of money. There are obviously a lot of things wrong at The Hawthorns and by withdrawing our sponsorship we feel we are lodging our protest."

Relegation was virtually guaranteed when Saunders took charge at Albion just over a year ago, but apart from a brief hope of competing for the promotion play-offs, this season has been a catalogue of disappointments.

Labour of love

Boston (Reuters) - Joan Benoit Samuelson, the 1984 Olympic marathon gold medal winner, announced yesterday that she will be attempting to win her third Boston Marathon on April 20 even though she is pregnant.

The American athlete, aged 29, and her husband, Scott Samuelson, are expecting their first child in late October.

Weight-loss drugs danger for jockeys

By John Goodbody

The Flat racing season, worth £15 million in prize money, begins today amid concern that jockeys could damage their health if they consistently use drugs to help them lose weight.

Jockeys will be tested for drugs for the first time in Britain from July 1 but analysts will not be carried out for diuretics, which aid a person to urinate, thus causing a temporary loss of weight.

From 1988, diuretics will be proscribed by the International Olympic Committee and the Sports Council will follow their lead by testing for them after the Seoul Games. The Jockey Club, which is independent of the Sports Council and does not get a Government grant for testing, has no plans to ban diuretics. Yet, Edward Hyde, who rode several classic winners, said yesterday: "Jockeys are often forced to ride at a lower weight than they do comfortably. They may be tempted to use diuretics."

Hyde said that sometimes they do not stop to consider the consequences for the future. "It is a personal thing for each jockey to decide."

Jockeys have to step up on the scales before and after the race to make certain that they are the correct weight for the horse to carry. Jockeys also have to compete, often daily, for more often than athletes in weight category sports such as boxing, wrestling, rowing, judo and weightlifting.

Jockeys against mandatory tests

Dr David Cowan, who carries out the Sports Council's Drug Control Programme at King's College, London, says that taking diuretics for non-clinical reasons can lead to cramping and possibly to blood viscosity. "This could be quite serious if there were any cardio-vascular problems."

Leviton quits

Paris (Reuters) - Felix Levitan has resigned as head of the Tour de France cycle race organizing committee after 25 years. A brief statement by the publishing company of the sports daily newspaper, *L'Equipe*, the Tour's main sponsor, said that Levitan's resignation followed "serious differences over the strategy and management of the Tour de France organizing committee."

Croft boost

June Croft's impressive return to racing in Australia has been recognized by her inclusion in the Yorkshire Bank national swimming squad for England's Seven Hills international in Rome at the end of May.

Weight-loss drugs danger for jockeys

By John Goodbody

However, he said he was not aware of any evidence of a shorter life span among jockeys, many of whom diet strictly or use sauna baths to achieve weight loss and he points out that Lester Figgitt is "hale and hearty" and that Sir Gordon Richards lived until he was over 60.

Geoffrey Summers, secretary of the Jockey's Association, says he is against mandatory tests for diuretics and says that saunas, installed at many racetracks, are widely used. "We have a general understanding that jockeys with a weight problem are advised to contact the medical officer of the Jockey Club."

"Racing is very closely controlled and I do not think diuretics are taken by jockeys."

Diuretics can cause kidney damage

Dr Michael Allen, the club's medical officer of the Jockey Club, says testing will be on non-therapeutic drugs (like heroin), which could affect a jockey's judgement. "But I am confident that no jockey is taking these drugs," he said. "A jockey is positive the steroids of the Jockey Club will decide what action to take."

"If you take diuretics for non-clinical reasons, you can cause considerable damage to the kidneys. But as far as I am aware we are not having problems," Dr Allen said.

Will not people wonder why the Jockey Club will not also test for diuretics, considering the harm that is done to have to wonder? You do not have to test for diuretics. There are clinical signs if anyone were taking them. There is a trust between the licensed jockeys and myself. I would behave as any general practitioner does towards his patient."

Ex-England player dies

Peter Robbins, who played 19 times in England's rugby union team between 1956 and 1962 and went on to become Rugby Correspondent for the *Financial Times* and *The Observer*, has died. (David Hands writes). He was 53 and leaves a wife, Eileen, and two children.

Peter George Derek Robbins, who was educated at Bishop Vesey's GS in Sutton Coldfield, and 'St Edmund Hall, Oxford (where he read modern languages) was a ball-playing wing forward in the vanguard of his time. He captained the university's notable win over Cambridge in 1957 and went on to captain Moseley and Coventry.

He taught at King Edward's Birmingham, before establishing a successful office cleaning company in Sutton Coldfield.